

FIG.1

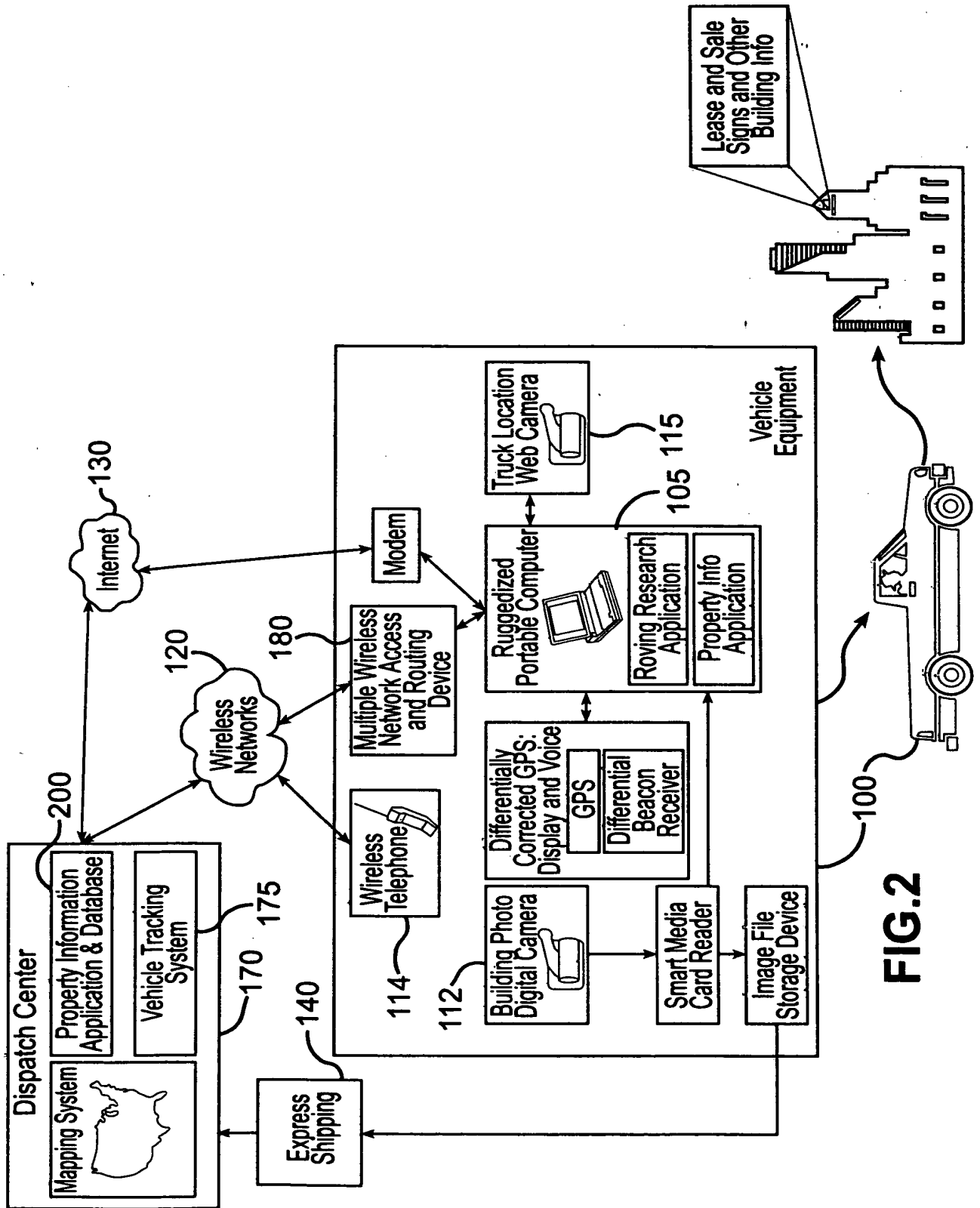


FIG. 2

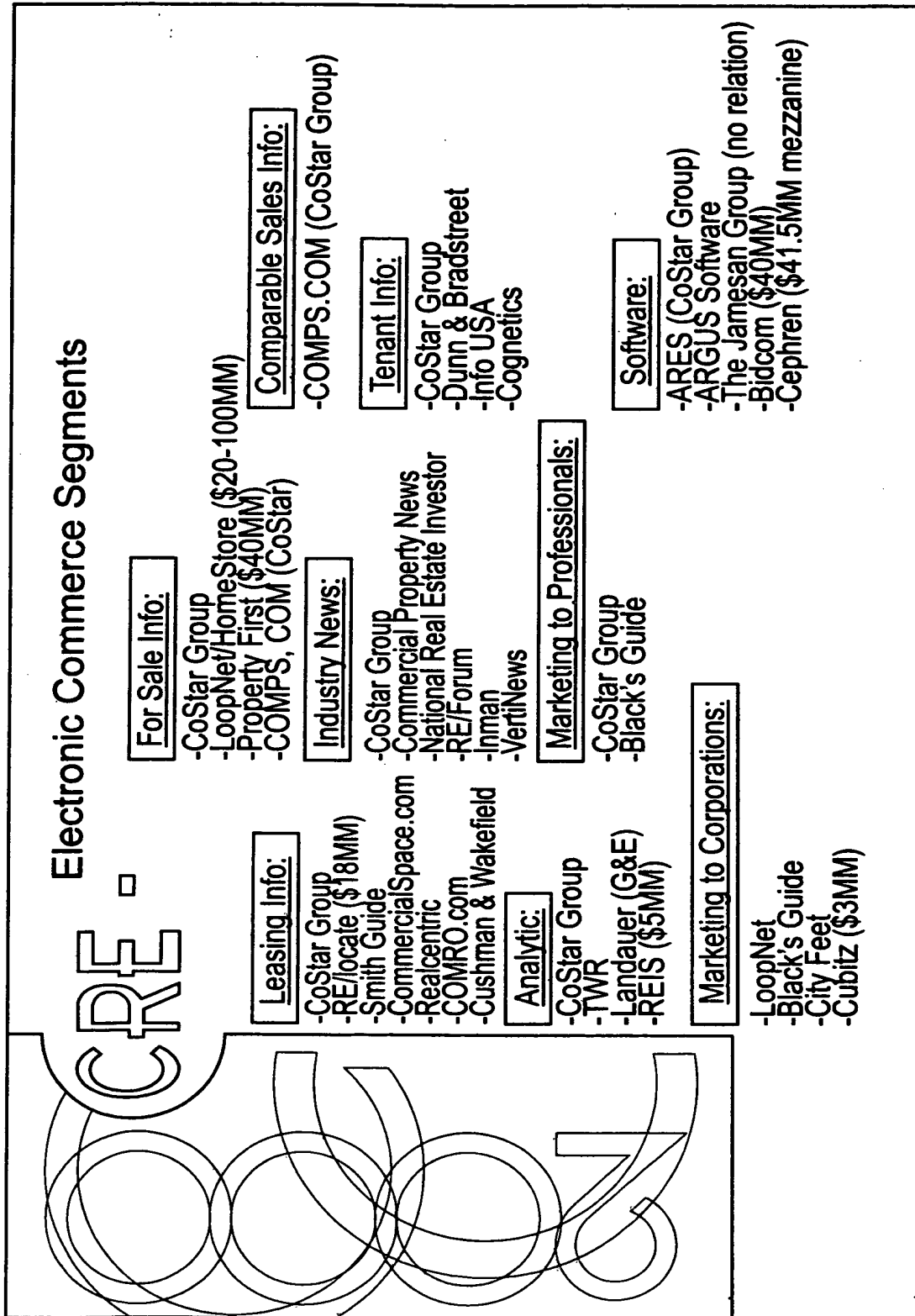
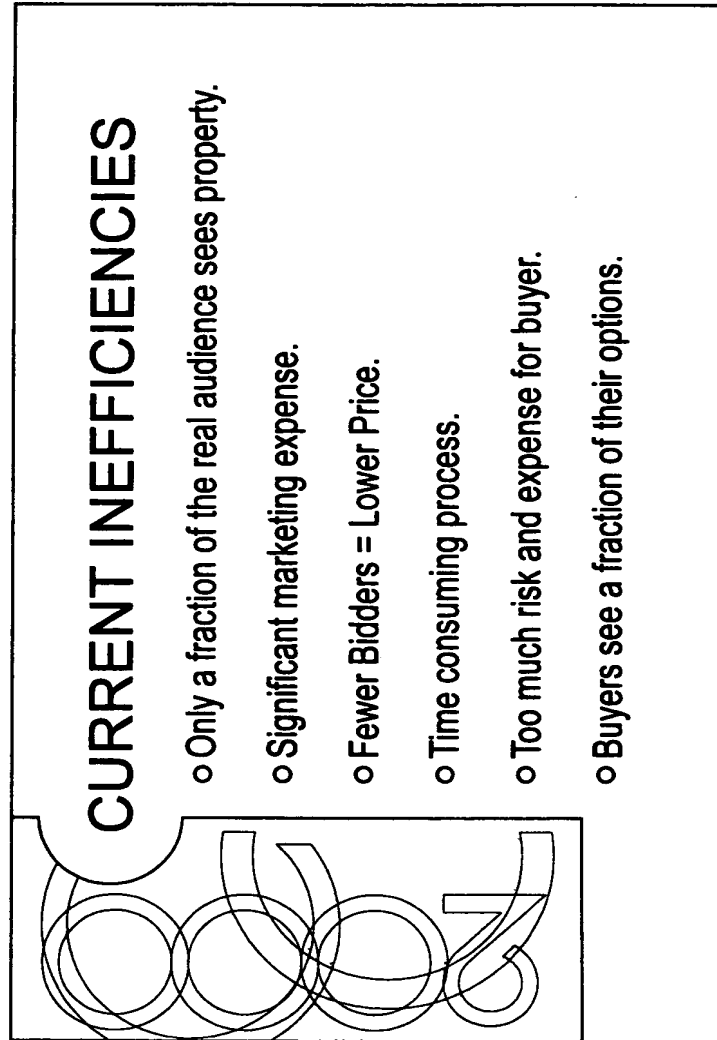
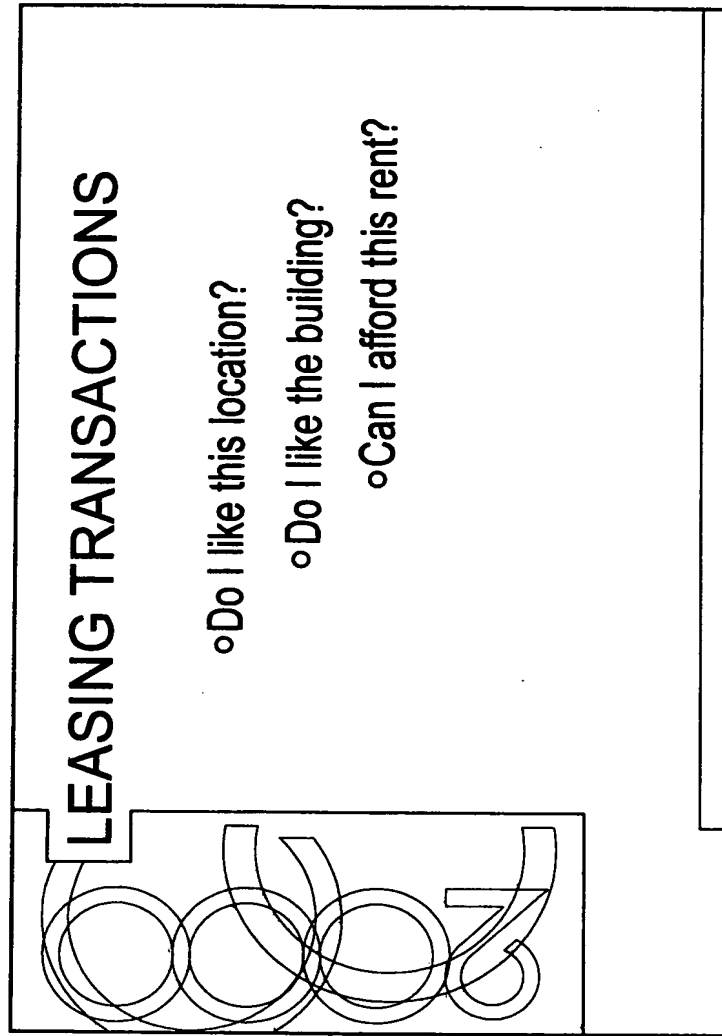
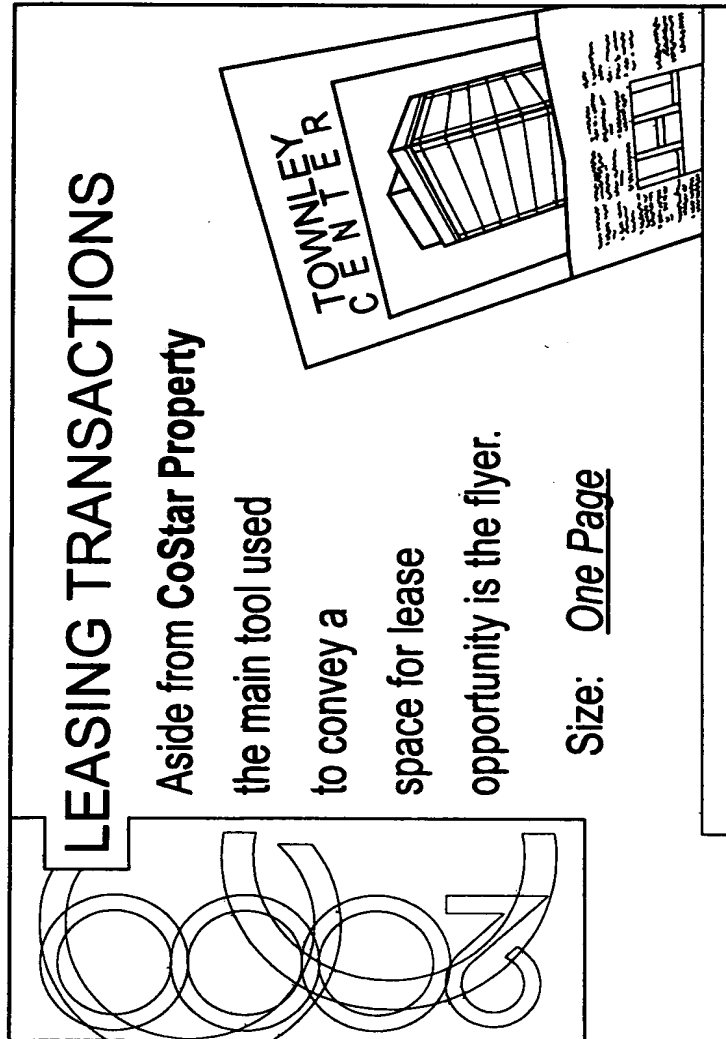


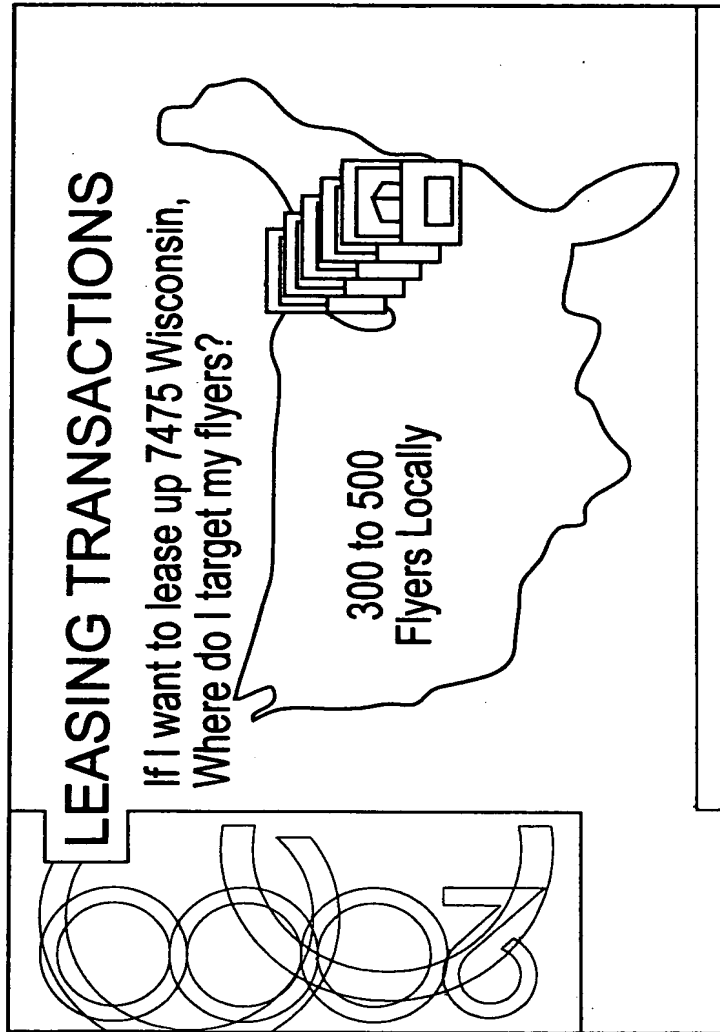
FIG.3

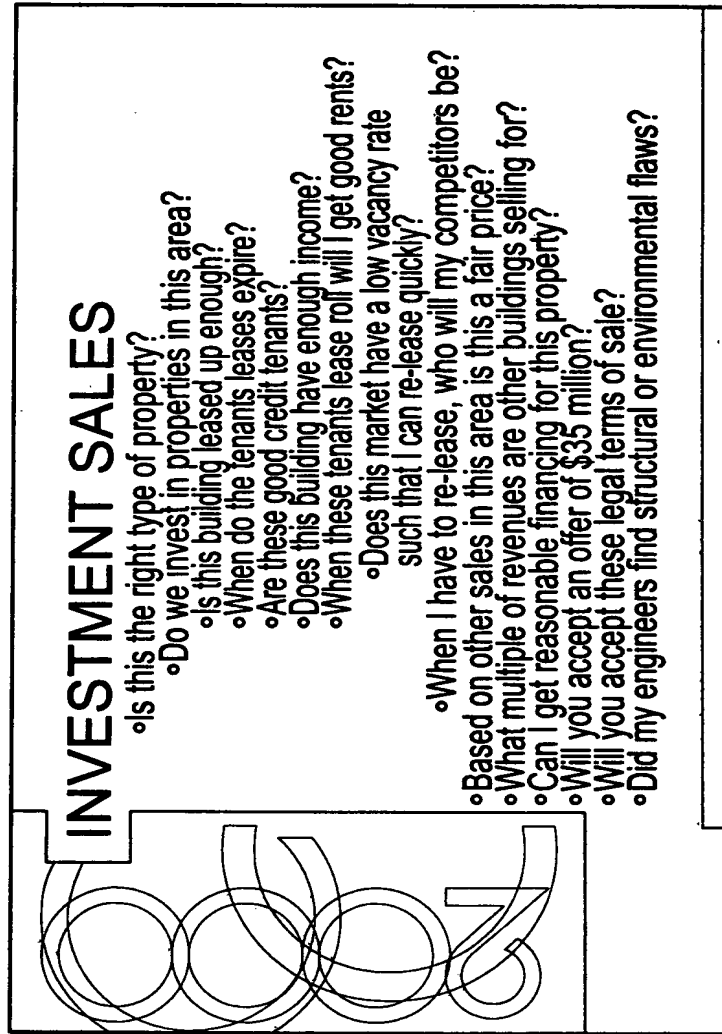
**FIG.4**



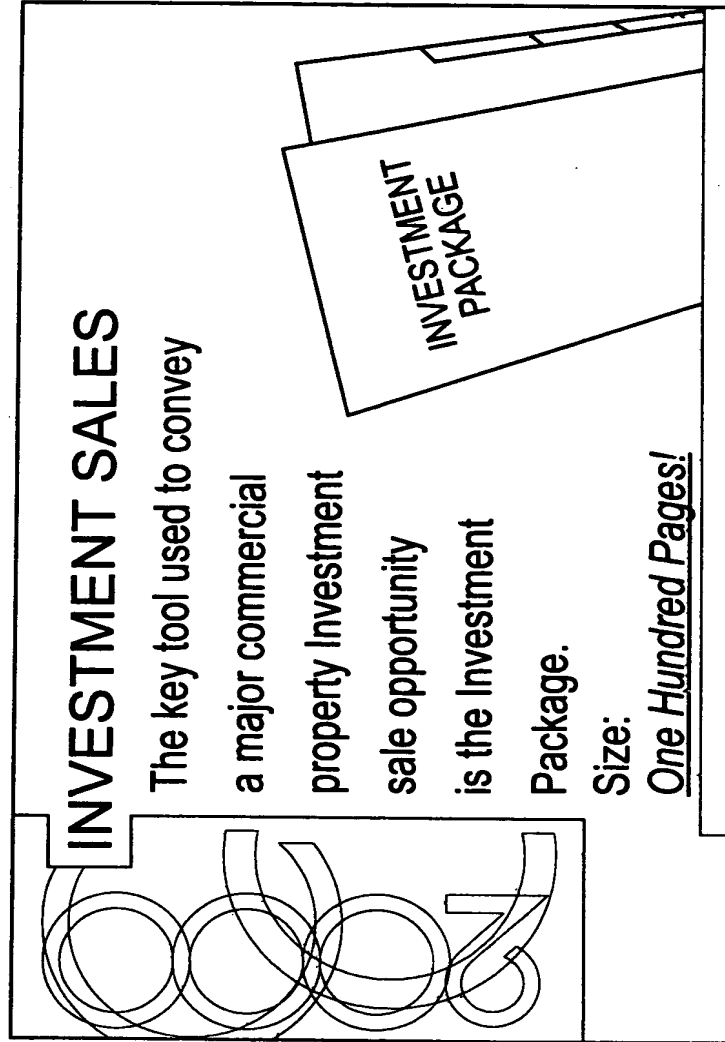
**FIG.5**

**FIG.6**

**FIG.7**

**FIG.8**





**FIG.9**

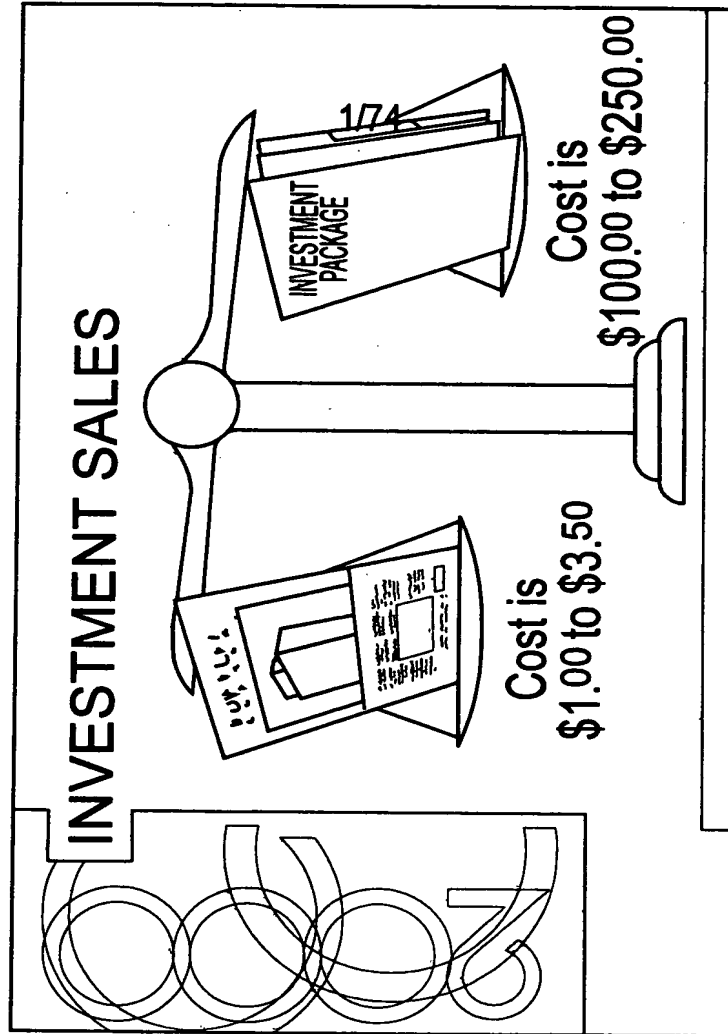
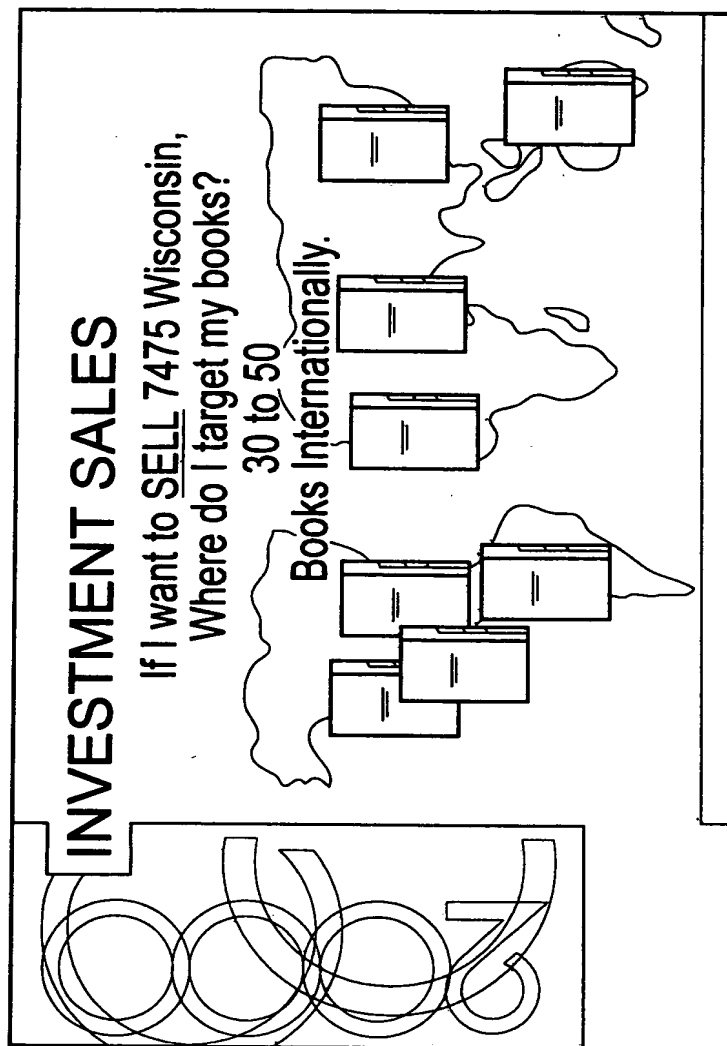
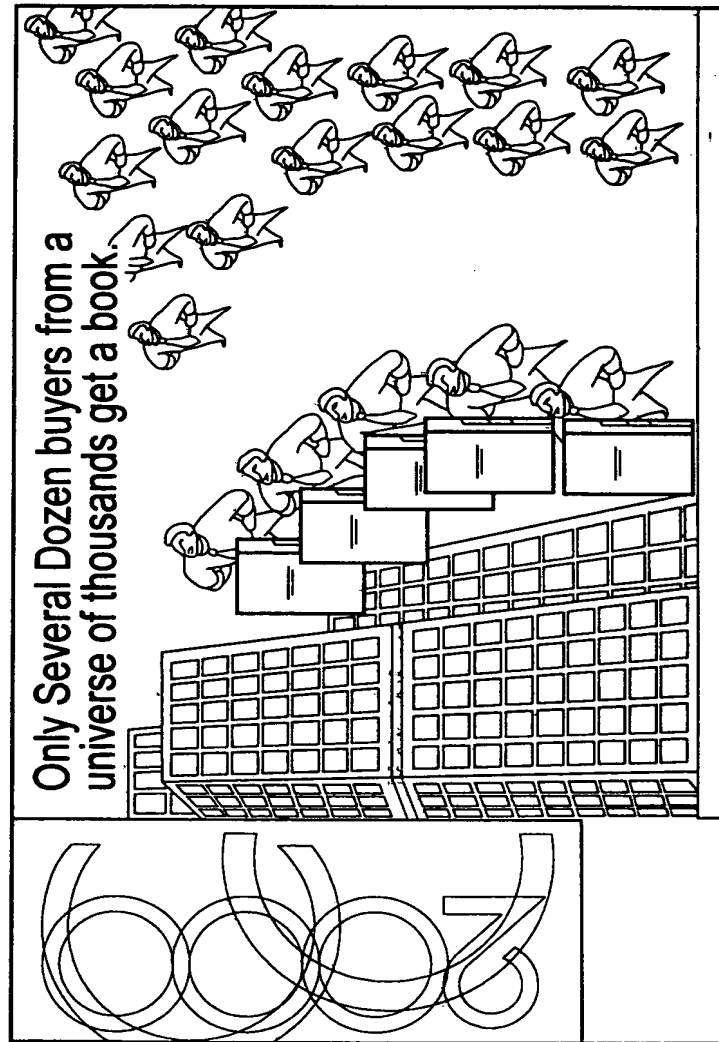


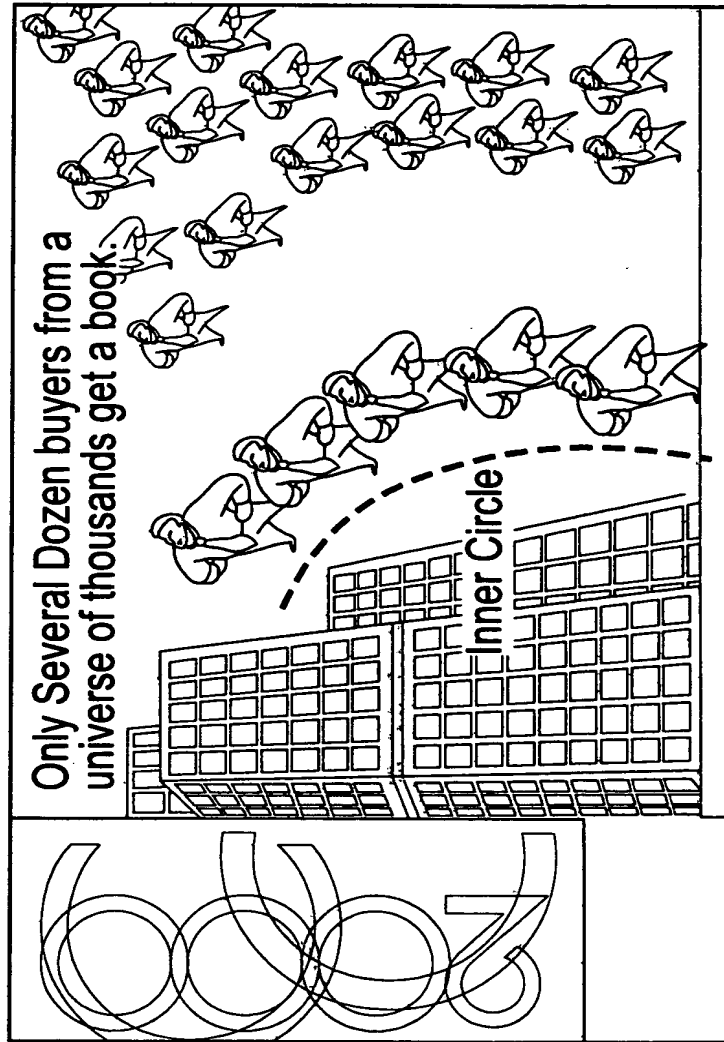
FIG.10



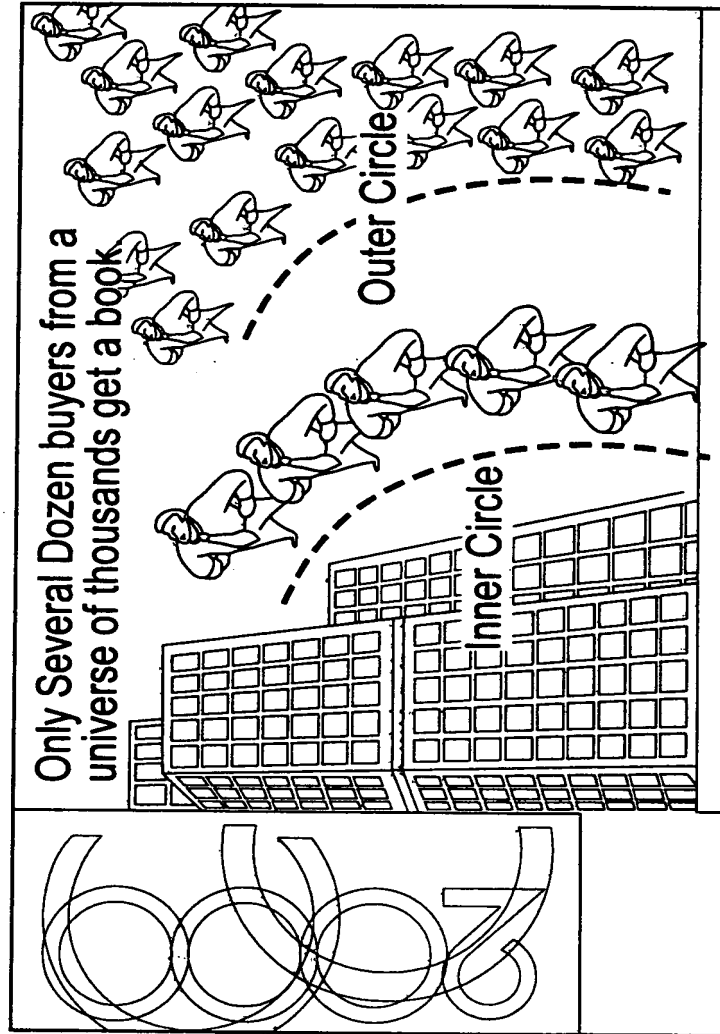
**FIG.11**



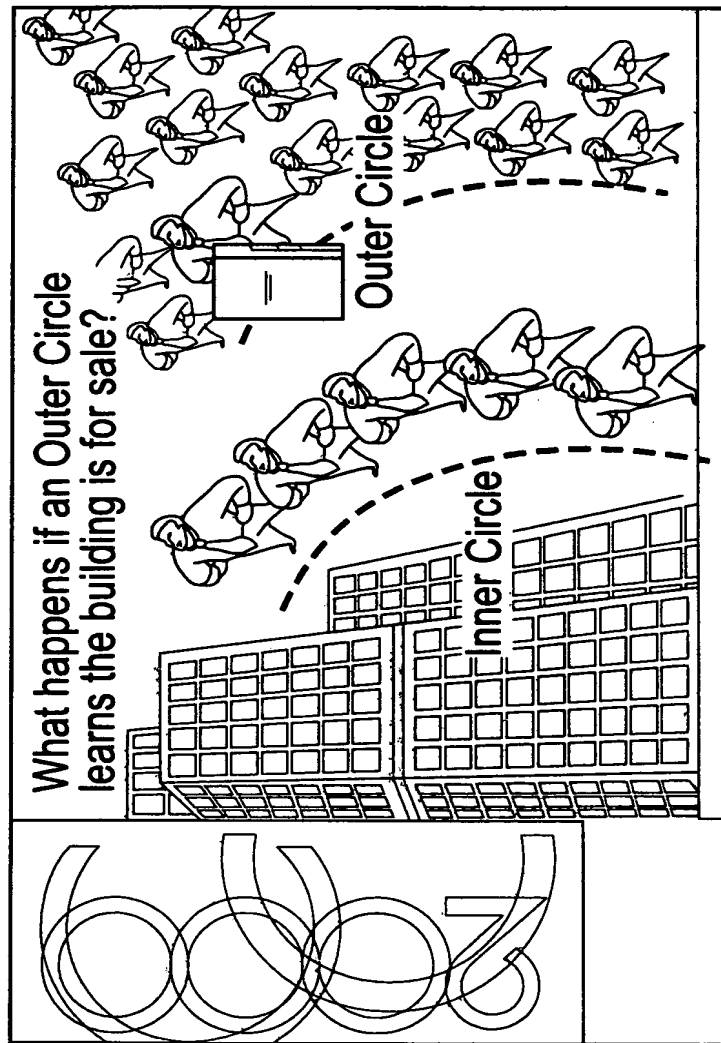
**FIG.12**



**FIG.13**



**FIG.14**



**FIG.15**

Section Two:	Property Description	
Section Three:	Market Overview	
	- Fairfax County	
	- Tysons Corner	
Section Four:	Competitive Leasing Analysis	
	- Location map	
	- Table of projects	
	- Project summary sheets	
	- Lease Comparables for the Concourse	
Section Five:	Comparable Sales	
	- Location map (with key)	
	- Table of projects	
	- Project summary sheets	
Section Six:	Tenancy	
	- Rent Roll	
	- Stacking Plans (East & West Towers)	
Section Seven:	Financial Analysis	
	- Cash Flow Proforma	
	- Assumptions	
	- Lease-up Currently Vacant Space	
	= Supplied by the Seller!	



# TABLE OF CONTENTS

FIG.16



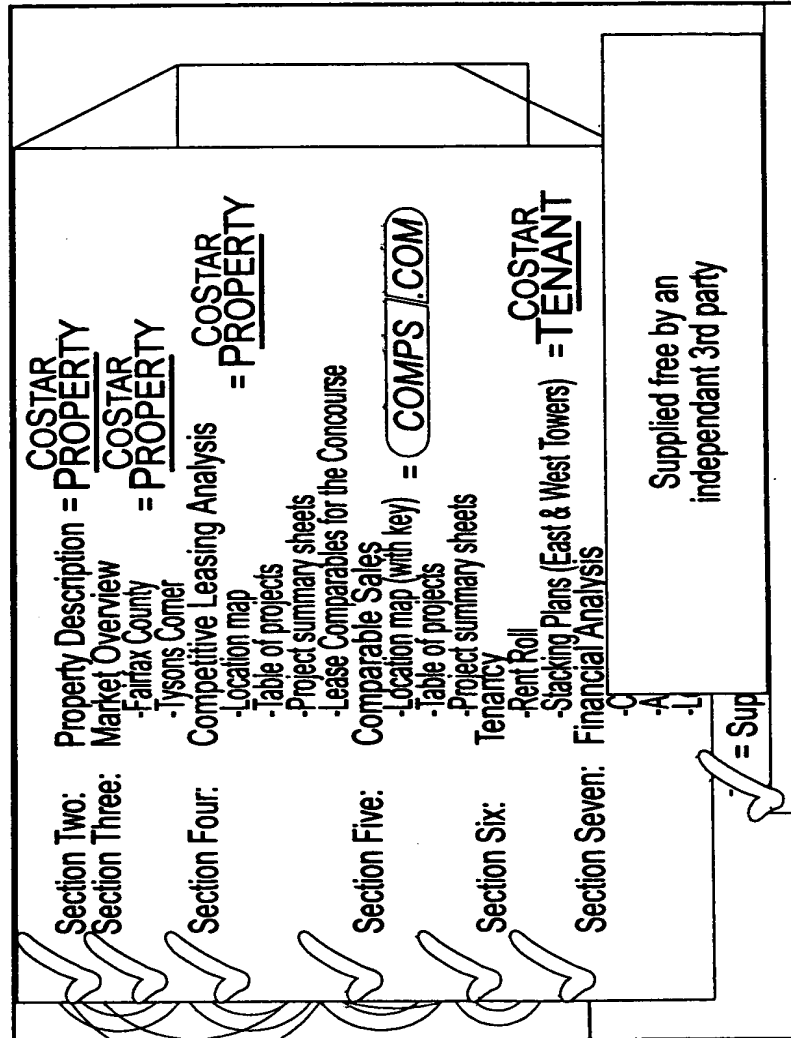
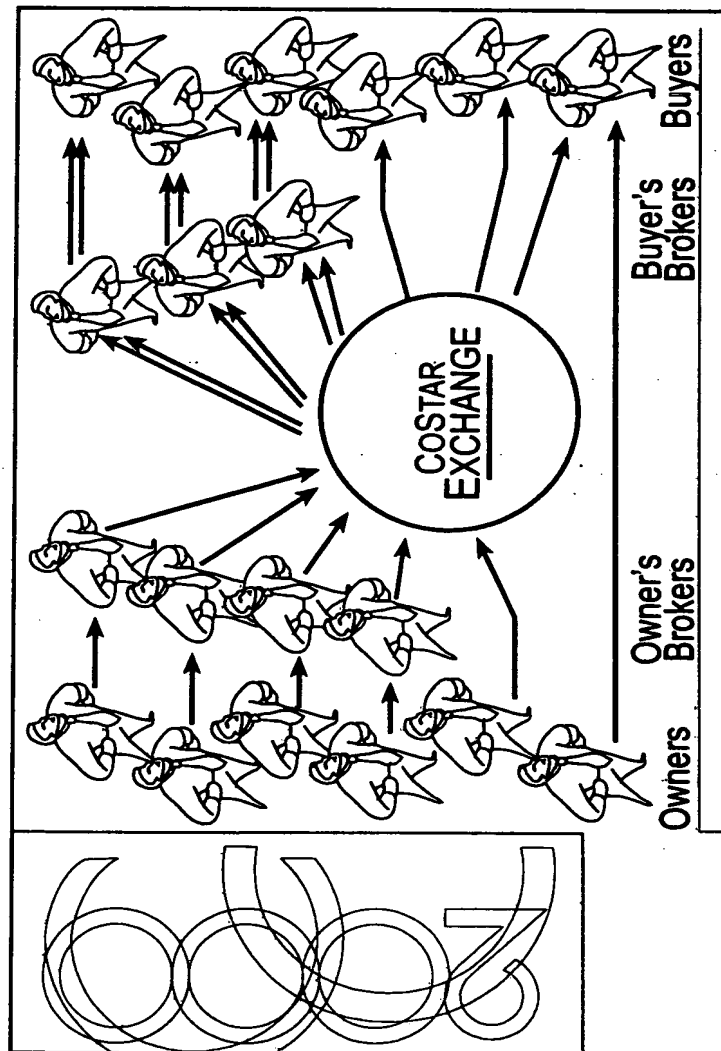


FIG.17

**FIG.18**

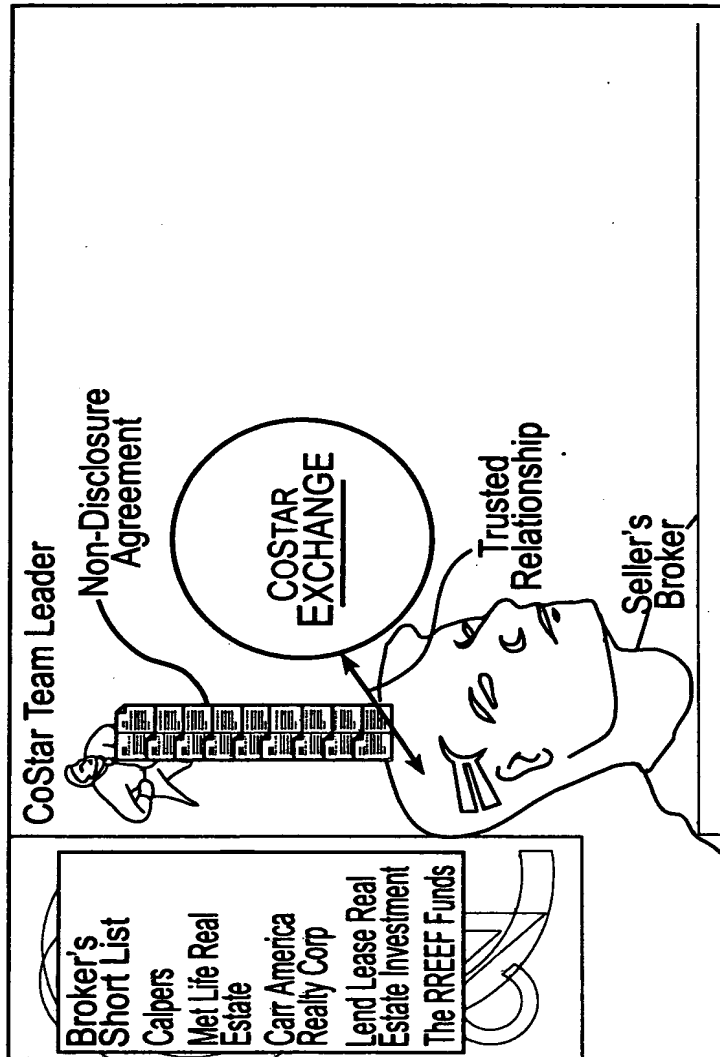


FIG.19

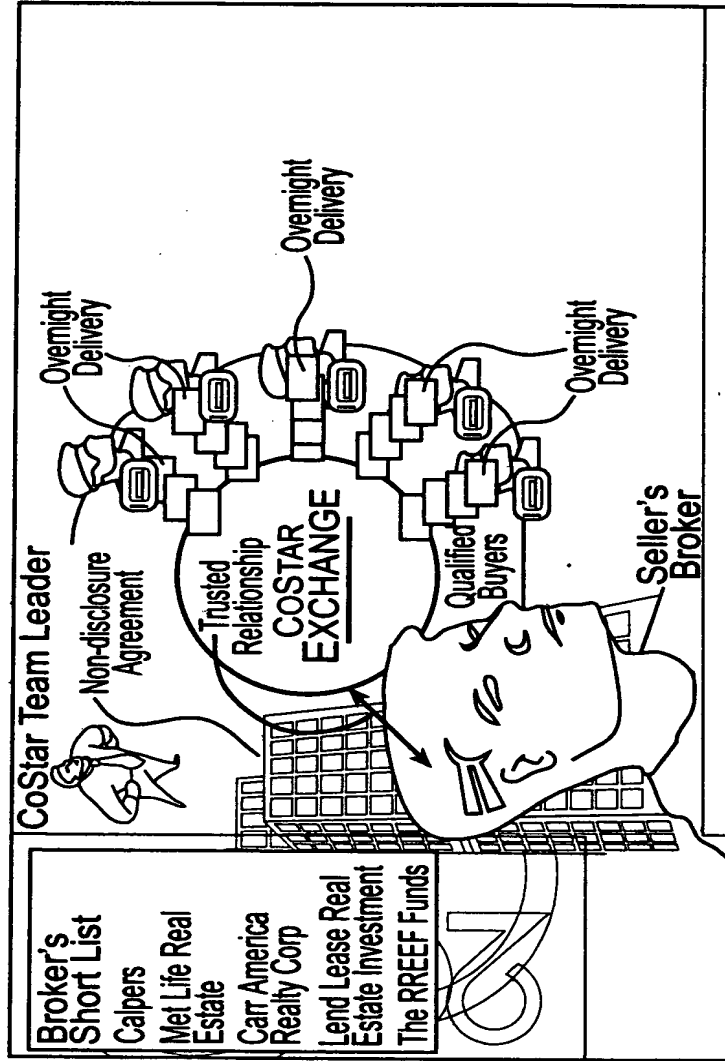


FIG.20

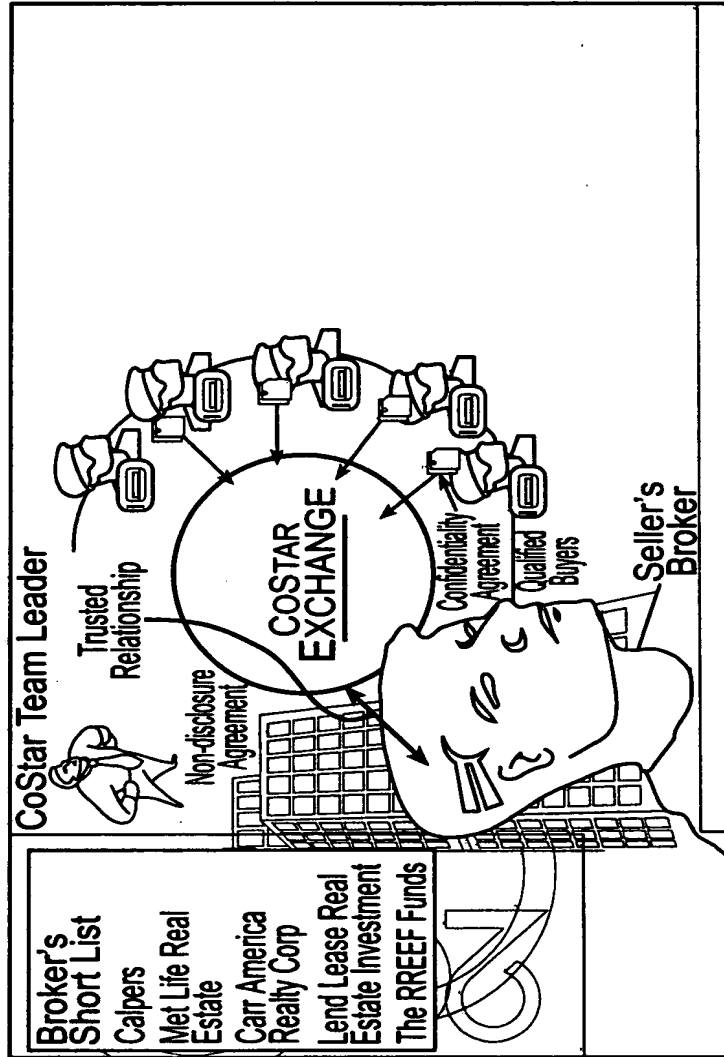


FIG.21

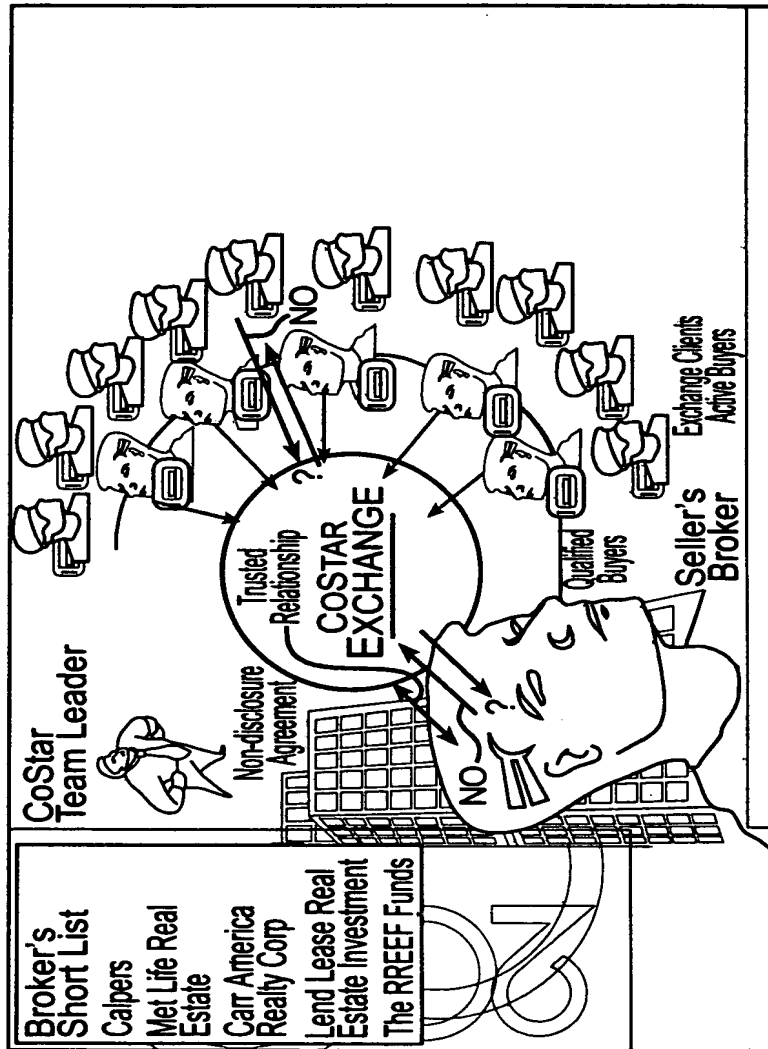


FIG.22

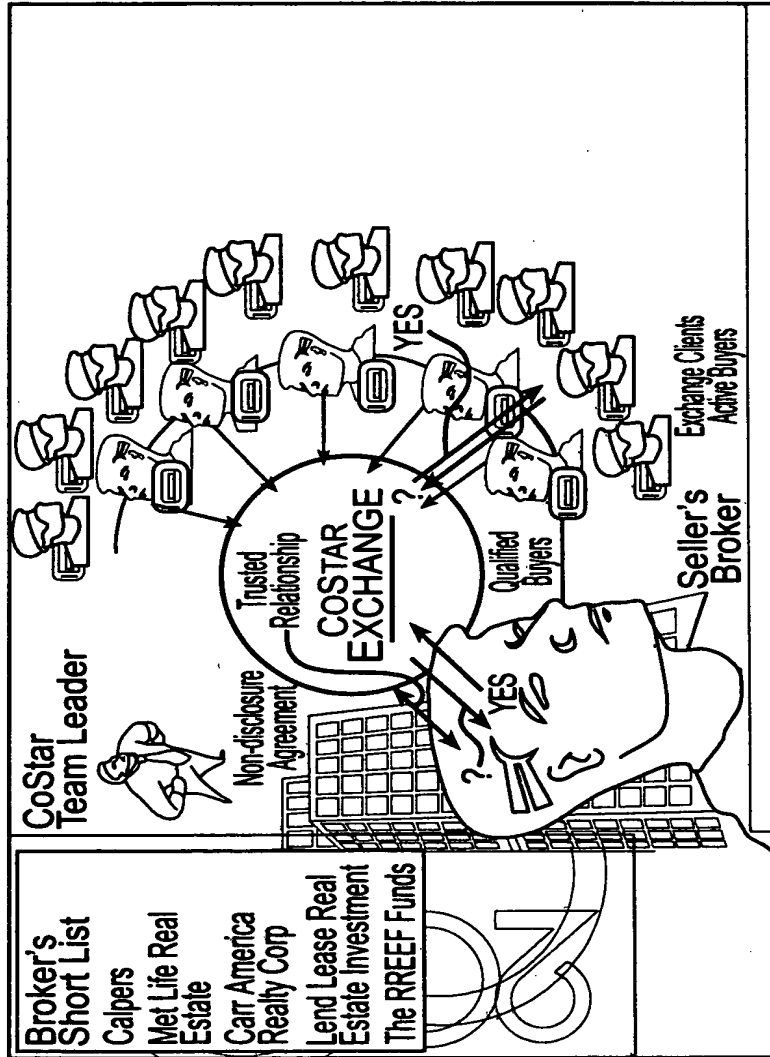


FIG.23

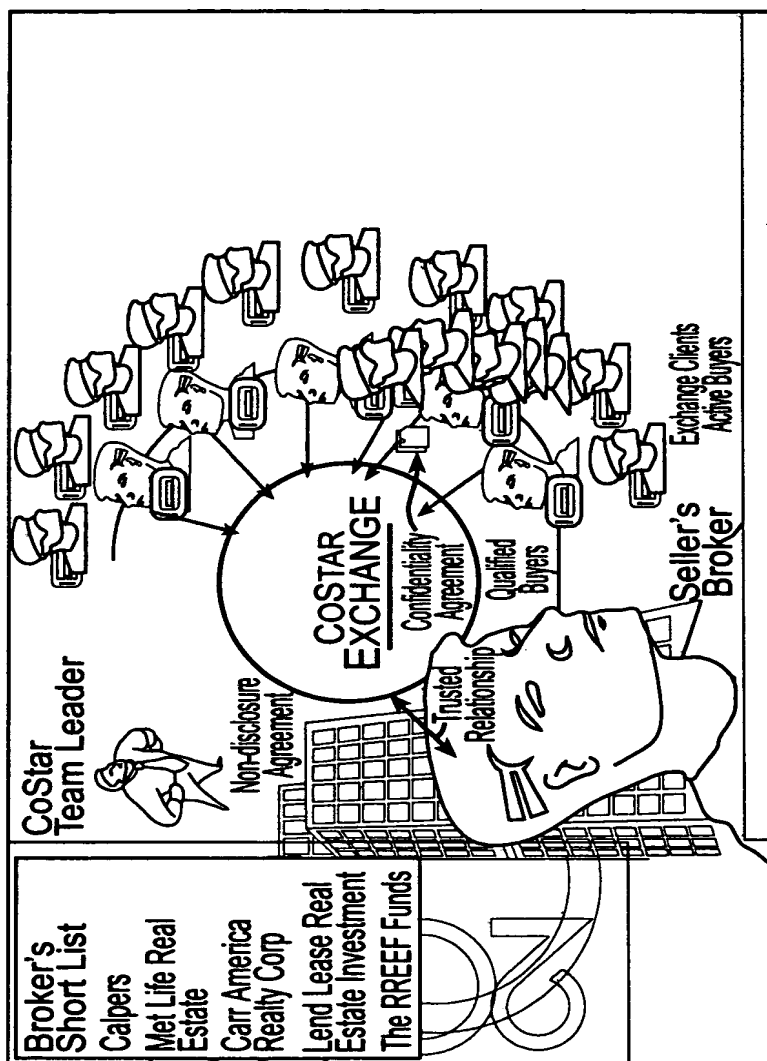


FIG.24



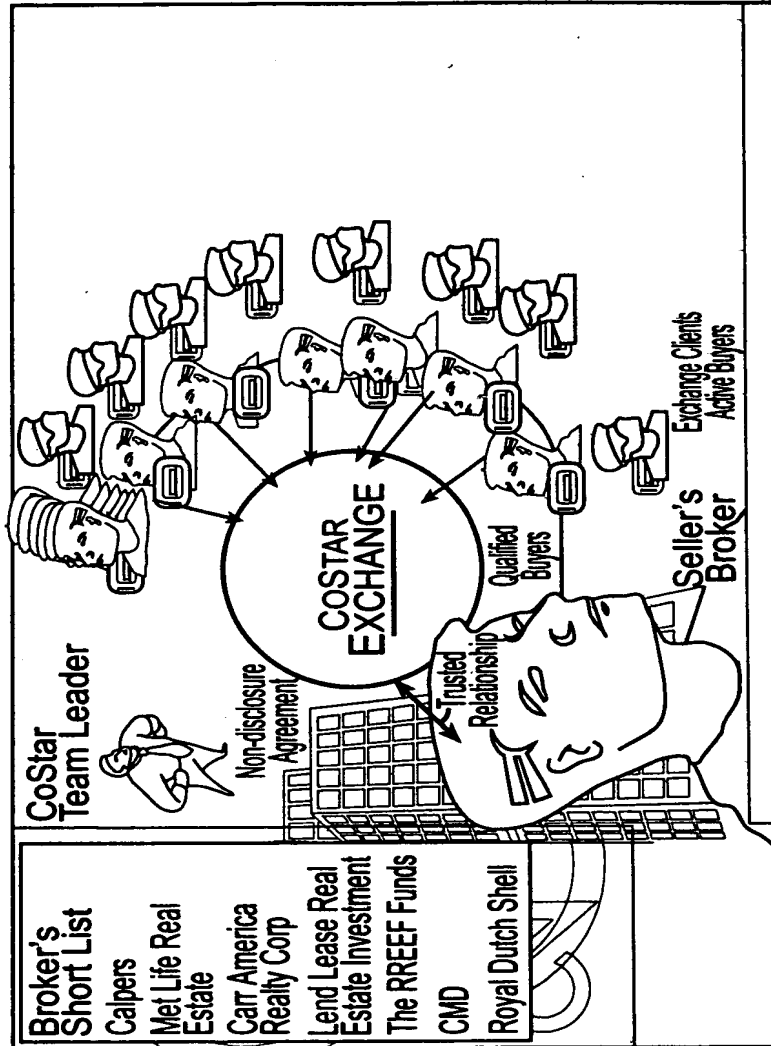


FIG.25

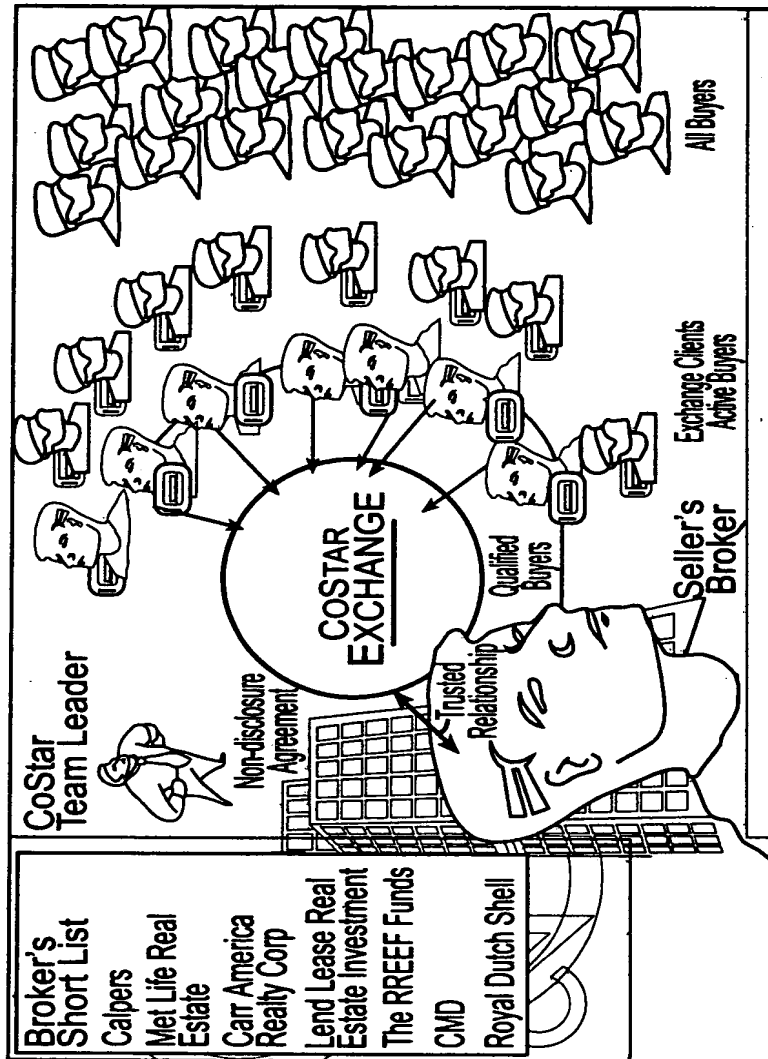


FIG.26

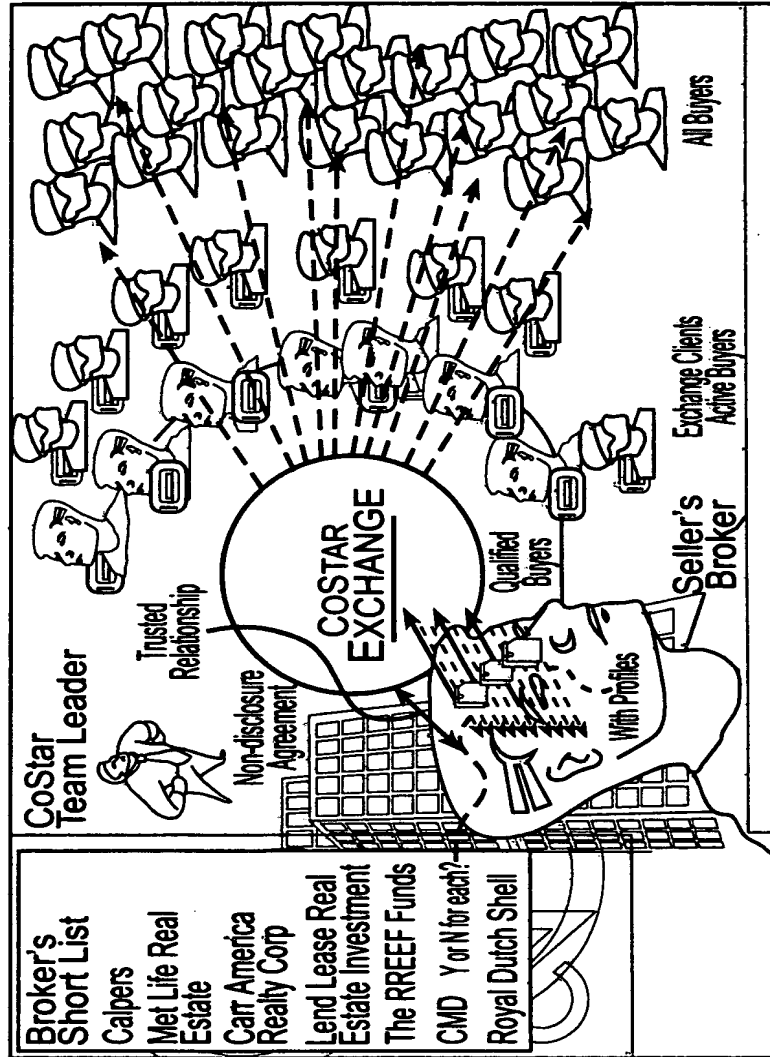


FIG.27

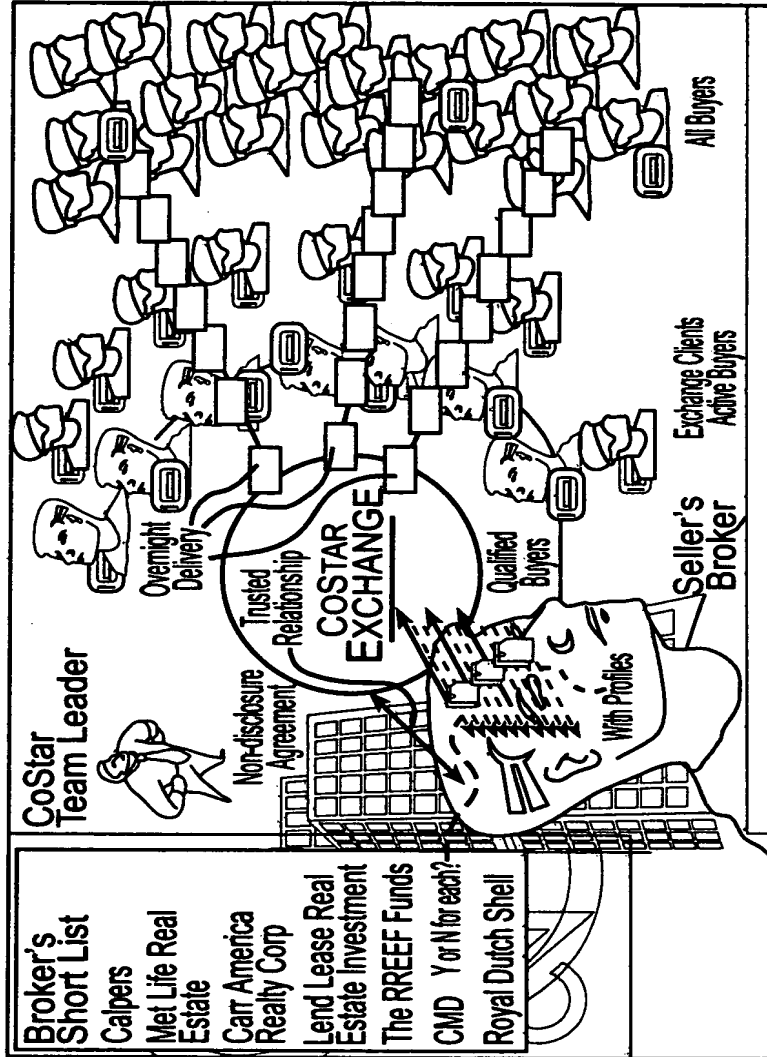
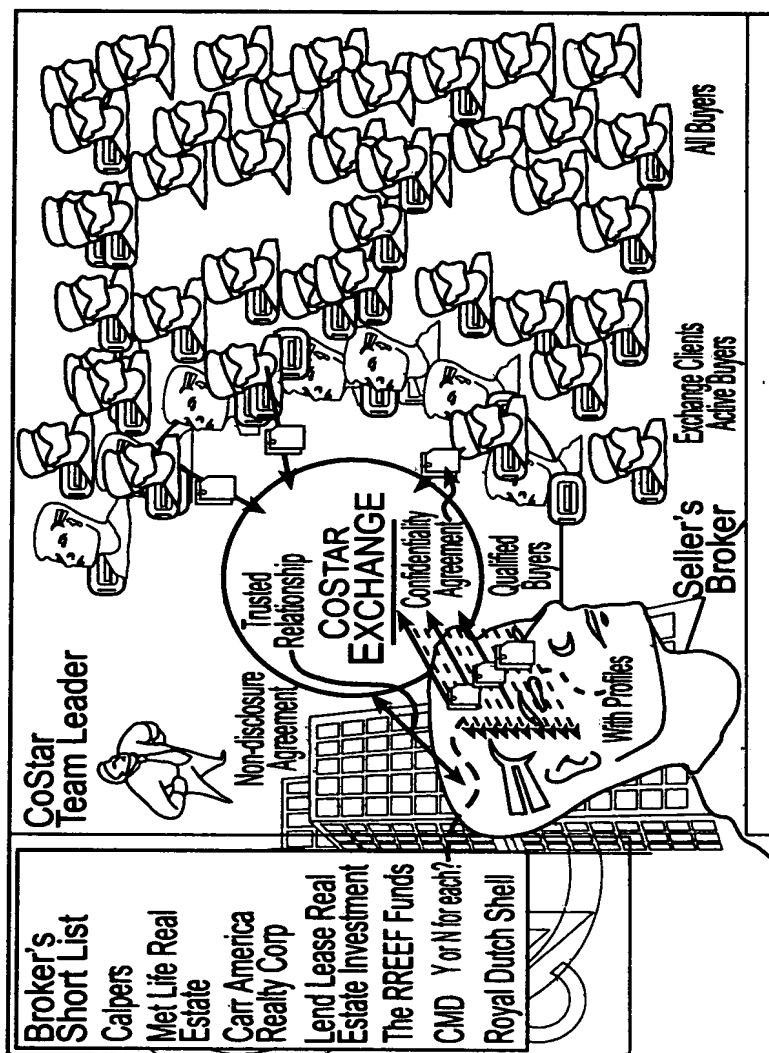
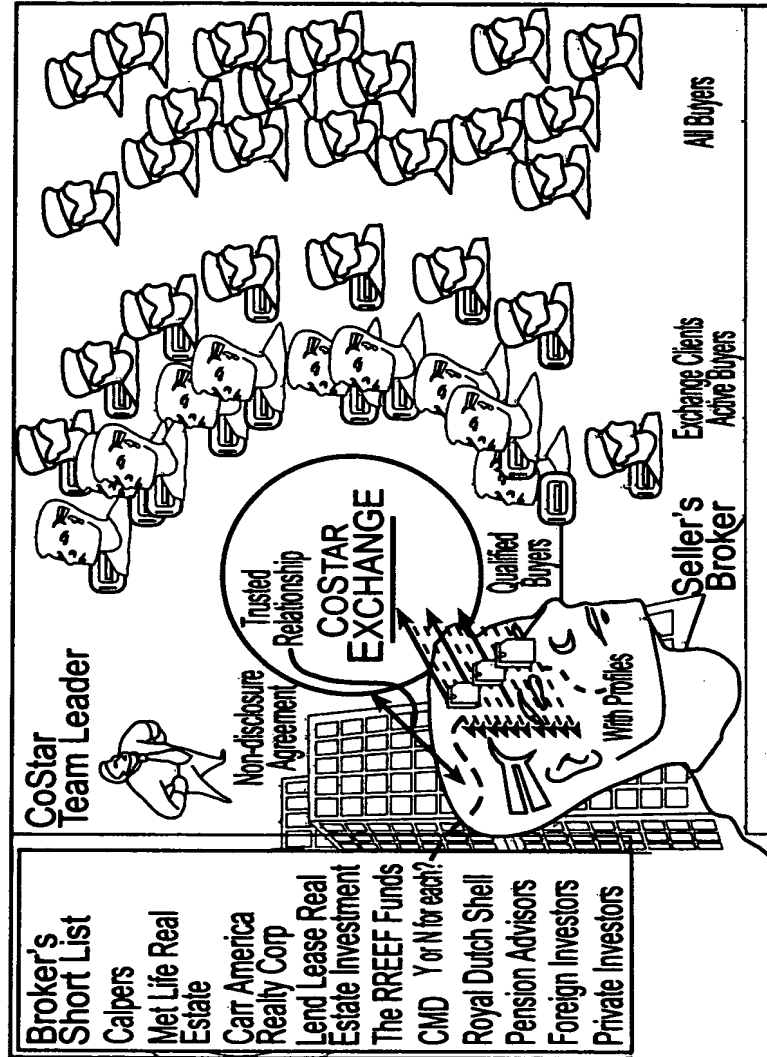


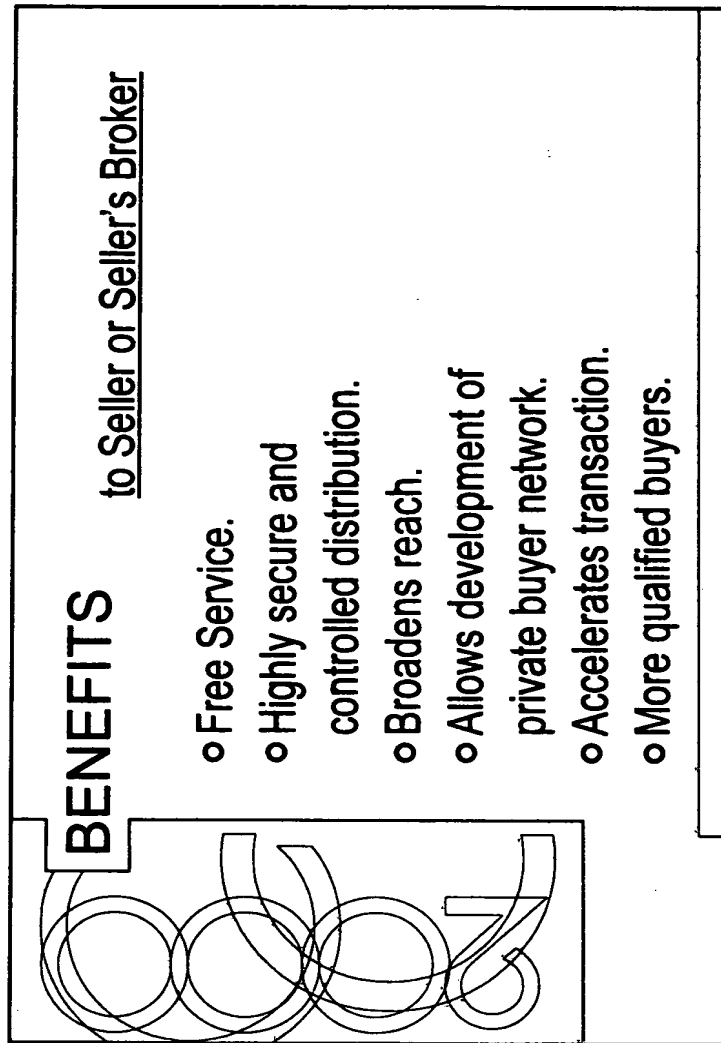
FIG.28



**FIG. 29**



**FIG.30**

**FIG.31**

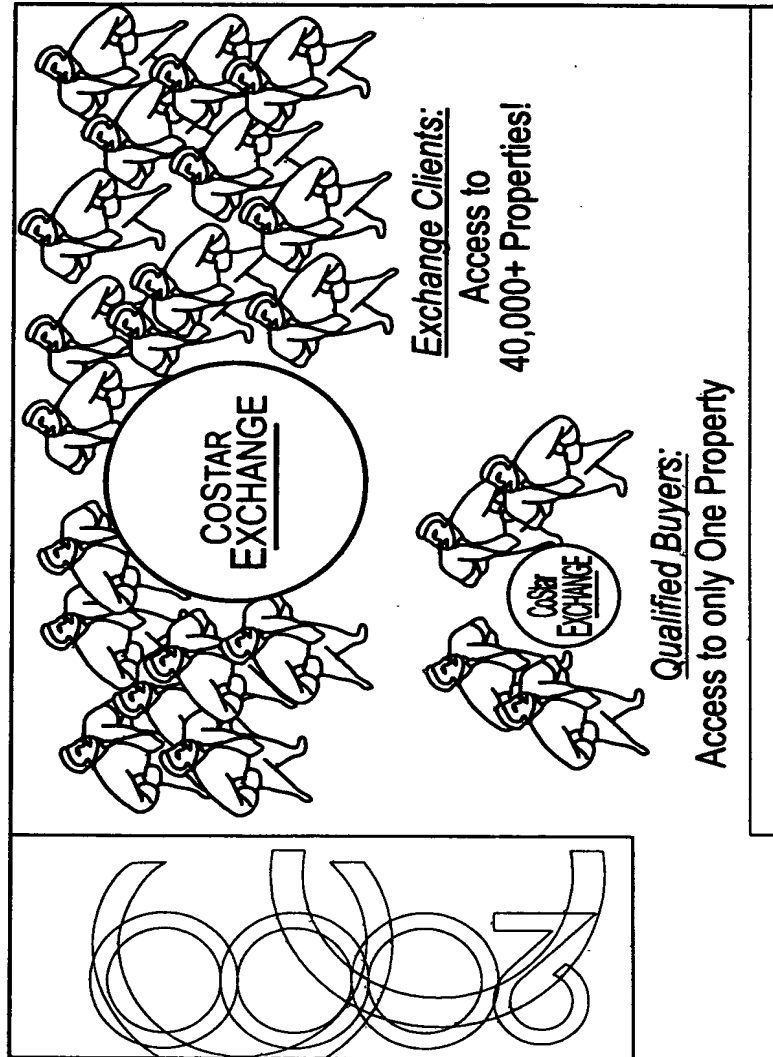
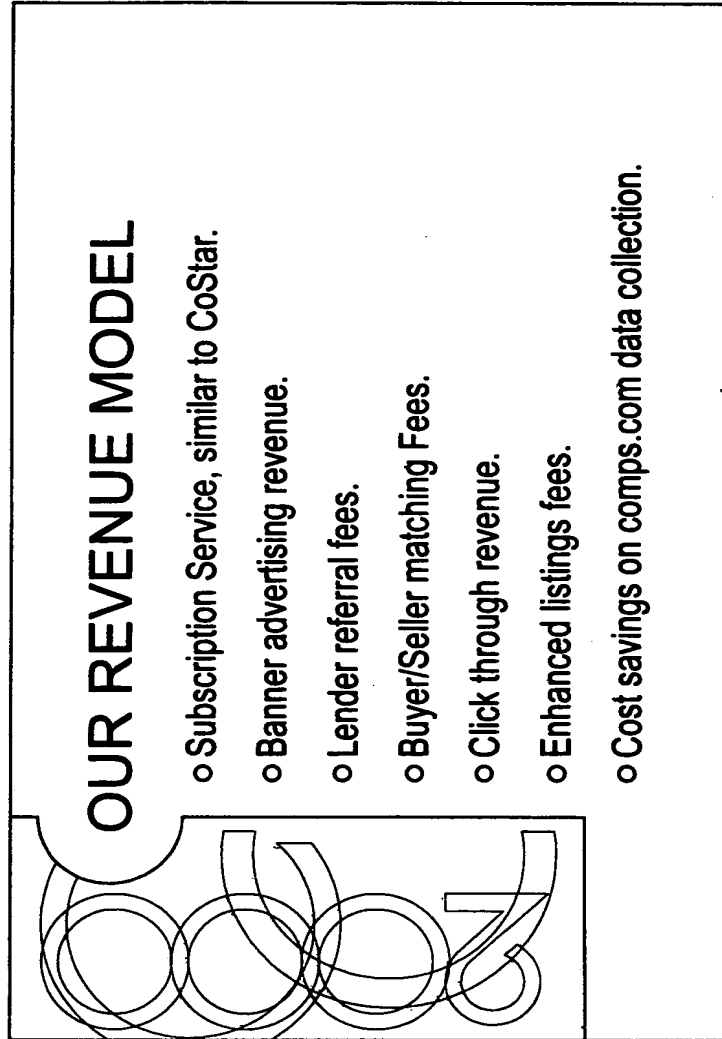
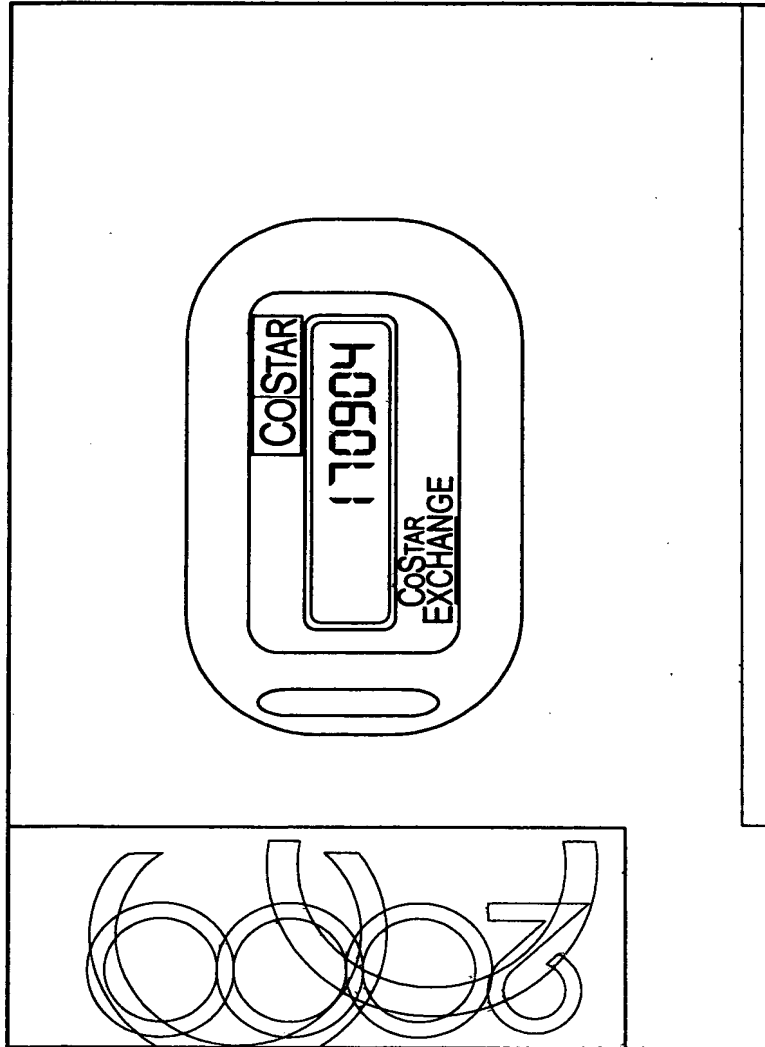


FIG.32



**FIG.33**



**FIG. 34**

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit RealGuide Links

Address <http://www.costargroup.com/show/main/home6/default6.htm> Go

**CoSTAR GROUP**

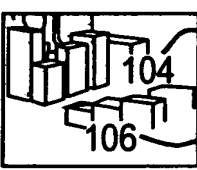
100

- News
- Market Trends
- Events
- Products
- Company Info
- Stockholders
- Support
- Contact Us
- Employment
- Site Map

108

For Sale For Lease Tenants Sale Comps

Welcome to CoStar Exchange




**COSTAR EXCHANGE**  
\$30.6 Billion  
Commercial & Investment  
Sale Properties

Lookup Property Search Database Add Listing

Saved searches, alerts, subscription membership, professional profile, demo, FAQ, Confidential listings, buyer/seller match, forms & contracts, help

Exchange is truly an industry breakthrough - with 39,417 detailed listings - integrated into the widest range of on-line services ever offered. Never before has the commercial real estate market had such capability in searching, sorting, reporting, tracking and underwriting - for so many properties.

Top News Monday, December 28, 1999

 **Money Centric**  
by Mark Heschmeyer

Forget real estate, these days REITS are making serious money in the telecom business. Some of the nation's largest property owners have been cashing in at the stock market by making targeted, pre-IPO investments in the relatively new proliferation of building-based providers of broadband communications services to businesses. Go to full story...

Regional  
Franklin Court Sold for \$115 Million

Boardroom  
Where Are We Growing?

REIT  
Shopping Center REITs Join Forces

Top Events  
1/12/00 DC CCIM Annual Forecase

FIG.35

<input type="checkbox"/> Saved search list - Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help			
<b>COSTAR EXCHANGE</b>			
Saved Searches Listed are searches that you previously saved. To view the results, click the Search Description. You can change the Notification for a search by clicking it's current status.			
Lookup	Description	Created	Notification?
New Search			
Saved Searches			
Add Listing			
Alerts			
Profile			
Buyer Match			
Forms/Contracts			
Demo			
FAQ			
Help			
Saved Search 1 Office for M. Smith 01/02/99 06:01:26 PM YES Saved Search 2 Office in VA for Rob Jones 01/02/99 08:23:22 PM YES Saved Search 3 Industrial for Mike 01/03/99 11:54:48 AM NO Saved Search 4 Industrial in DC 01/03/99 02:45:51 PM NO Saved Search 5 Hotels for sale in NW region 01/03/99 03:12:43 PM YES Saved Search 6 Vacant lots on east coast 01/05/99 01:28:23 PM YES Saved Search 7 Office, DC, MD, & VA 01/05/99 06:31:30 PM YES <Back to Results List			
<input type="checkbox"/> Done <input type="checkbox"/> Internet			

FIG.36

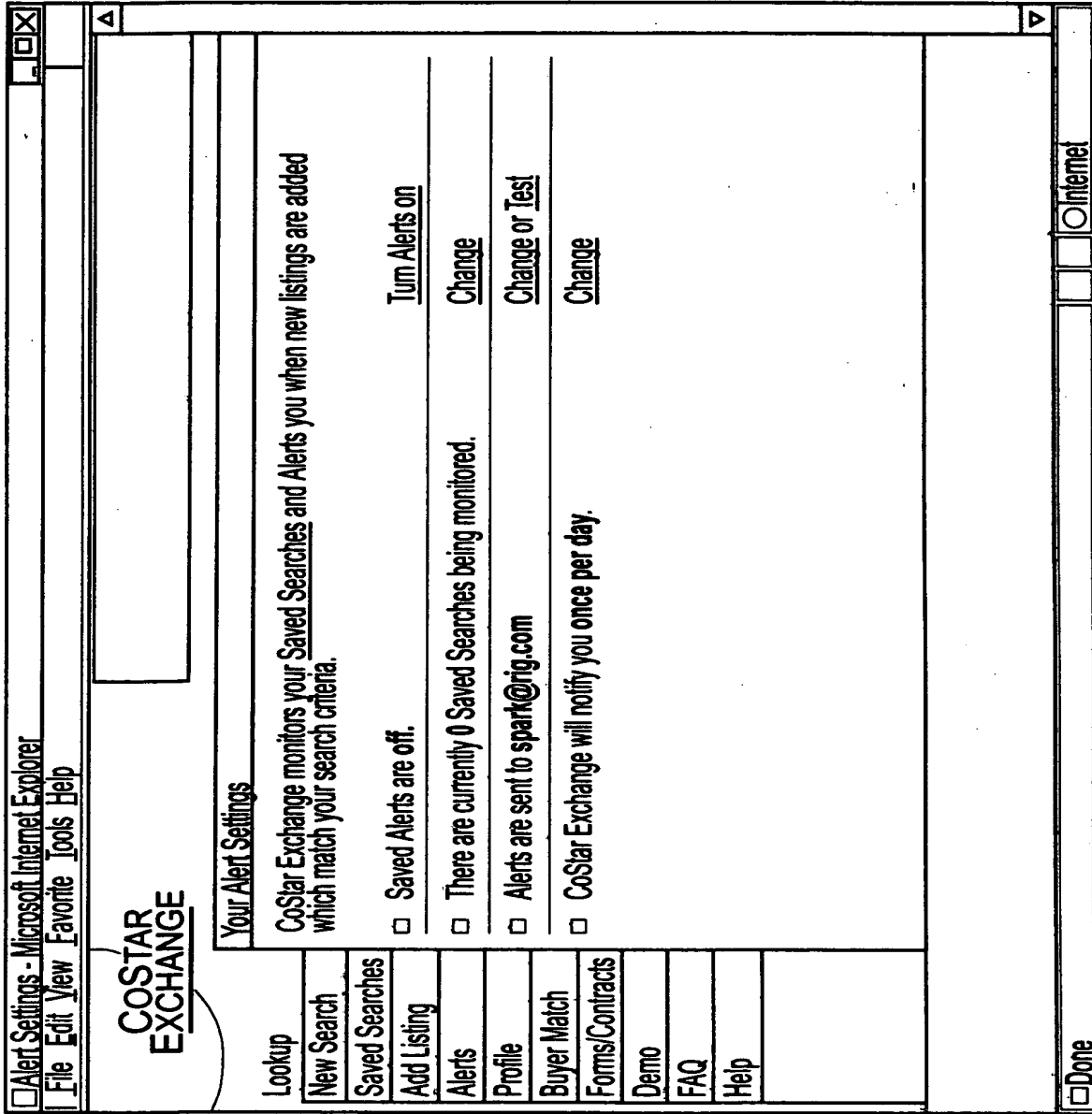


FIG.37

Professional Profile - Microsoft Internet Explorer

File Edit View Favorite Tools Help

# COSTAR EXCHANGE

Lookup

New Search

Saved Searches

Add Listing

Alerts

Profile

Buyer Match

Forms/Contracts

Demo

FAQ


Help

## Professional Profile

Your Professional Profile will help us customize your interactive experience on this site. Please fill it out completely. Enter any information you believe helps us to accurately reflect your professional background in commercial real estate.

All information is confidential. Your profile will be shared only with your approval when you request Propriety Listing Information or submit capabilities identification. Please read [privacy policy](#) for more details.

Thank You.



First Name:

Last Name:

Title:

Company:

E-mail Address:

Telephone:

Fax:

Address 1:

Address 2:

City:

State:

Zip:

Principal: ☒

Broker: ☐

Other CRE Professional: ☐

Memberships:

Property Interest: ☐ Office ☐ Industrial ☐ Multi-Family ☐ Hospitality ☐ Retail ☐ Land ☐ Other

Location Interests:

Transaction Range (\$):  to

Purchase Structure: ☒ Leveraged ☐ Cash

Transaction History: Please summarize up to 10 key transactions you have been involved in during the past two years. Include for each: property value, type, city and closing date(s).  
(e.g. \$4,500,000 Office, LA, 3/99)

I'm interested in: ☐ Subscription Membership ☐ Listing Properties in Exchange ☐ Banner Advertising

FIG.38

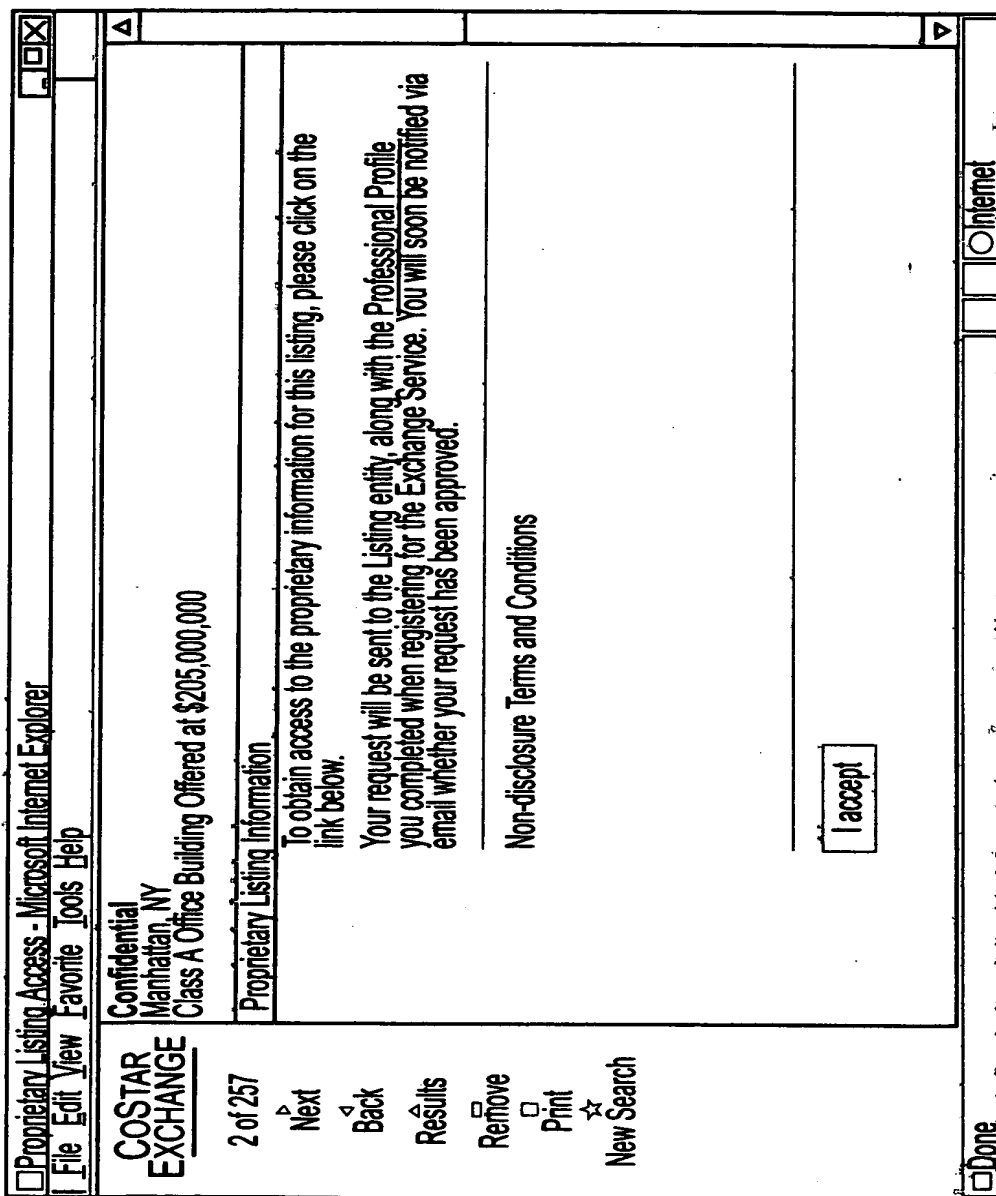


FIG.39

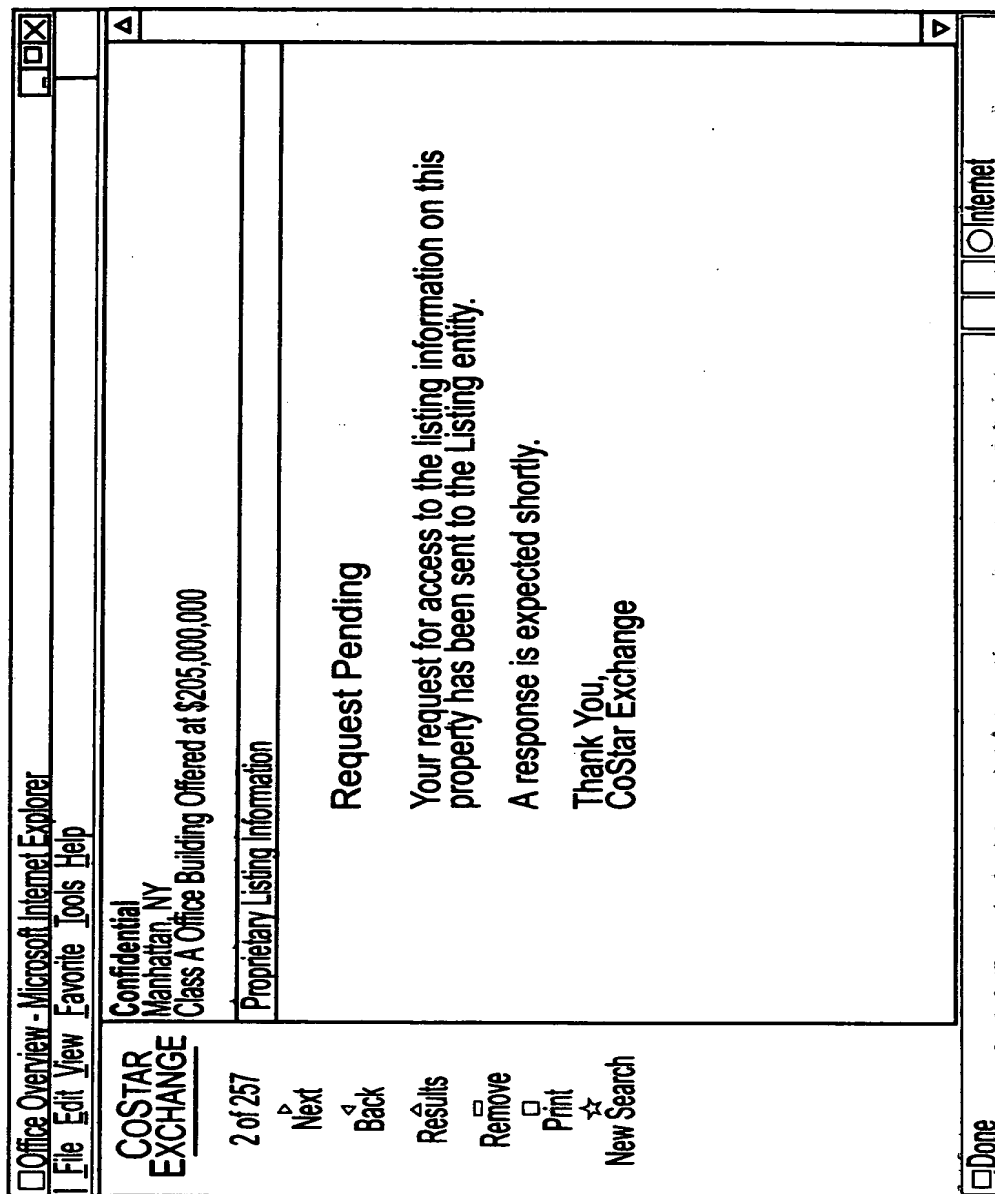


FIG.40



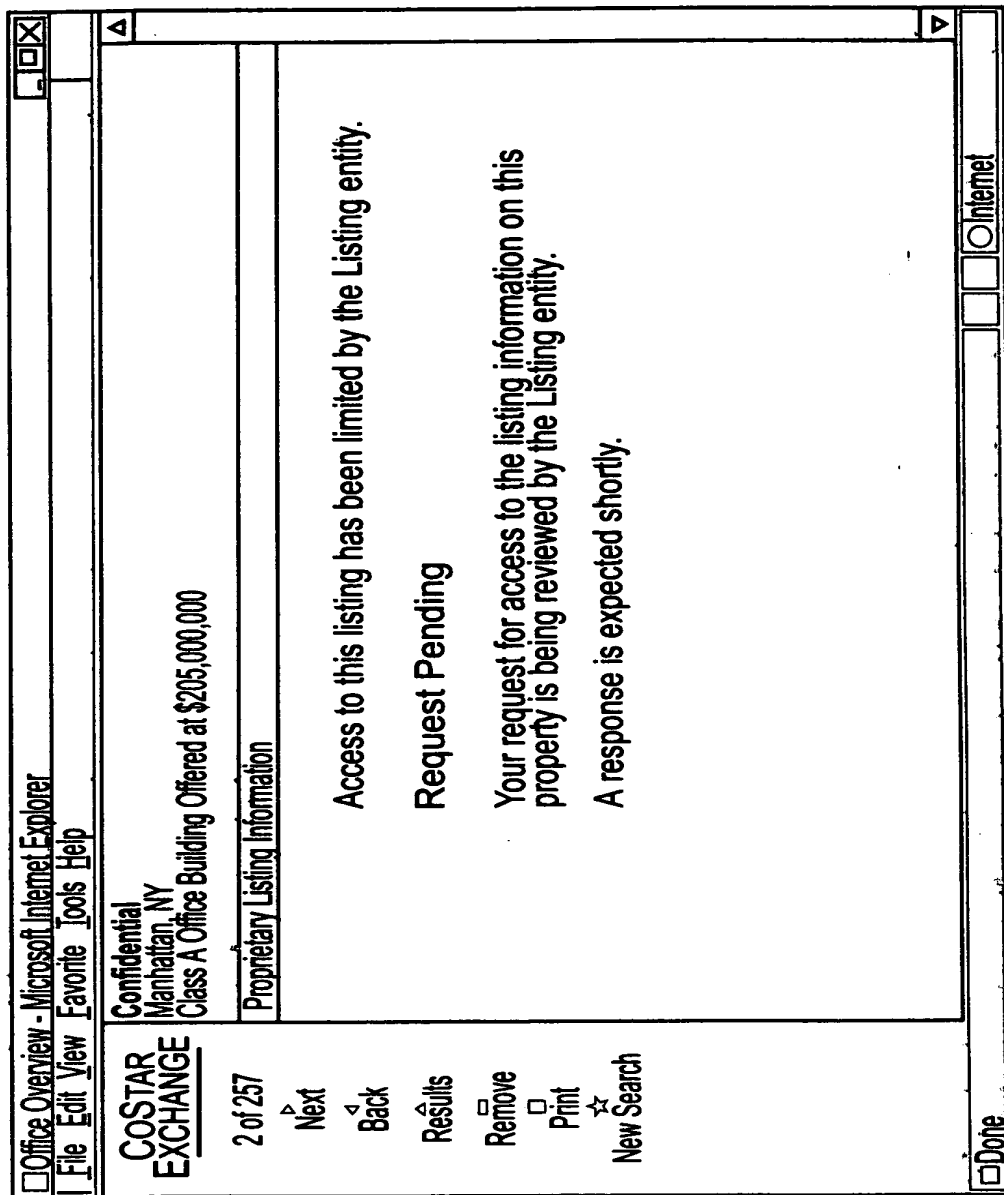


FIG.41

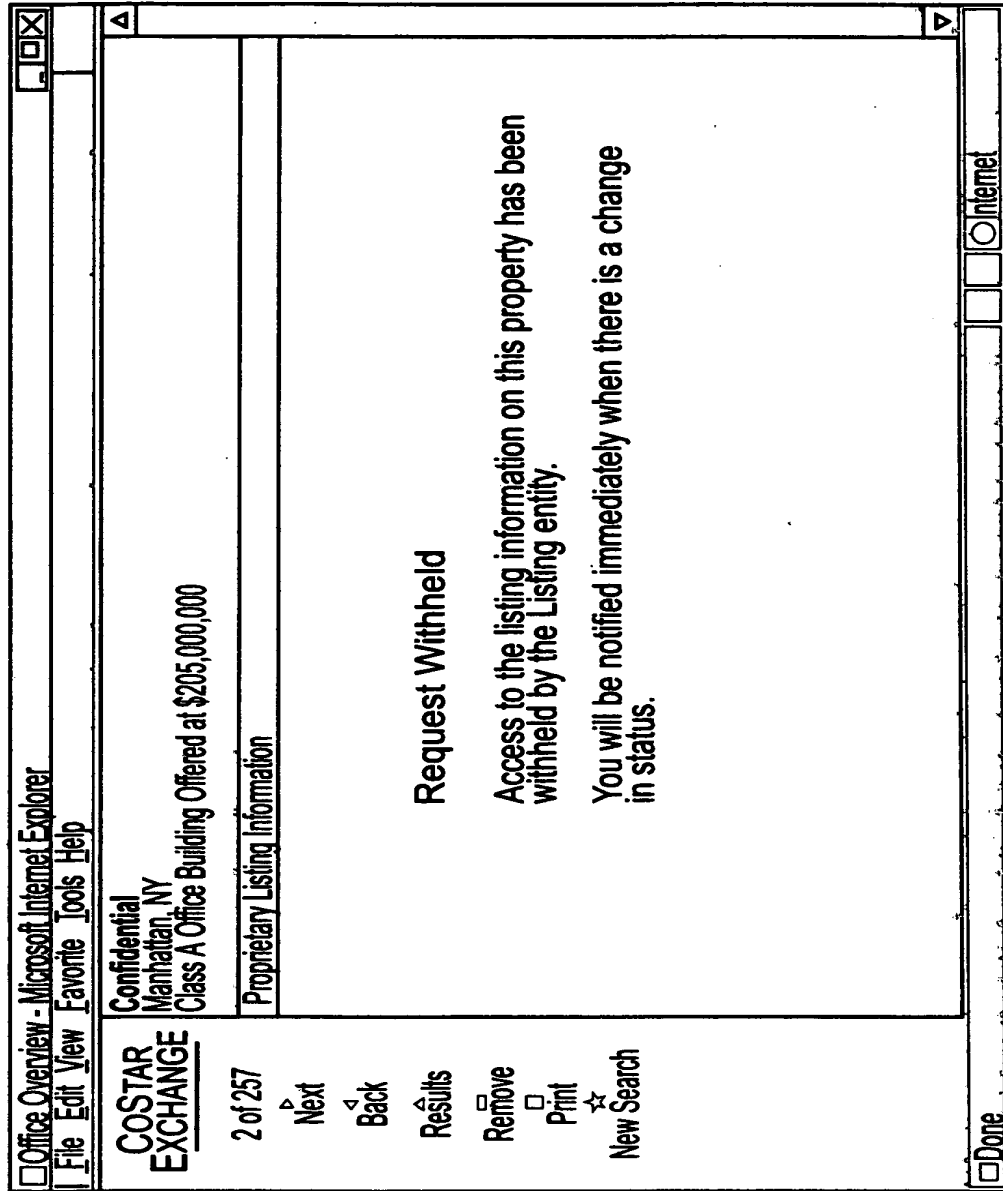


FIG.42

CoStar Exchange Homepage - Microsoft Internet Explorer  
File Edit View Favorite Tools Help

**COSTAR  
EXCHANGE**

Property Look Up

Lookup  
Search  
Saved Searches  
Add Listing  
Alerts  
Profile  
Buyer Match  
Forms/Contracts  
Demo  
FAQ  
Help

Enter Property Address, Name, Building Park, City, Submarket, Listing Company, or Listing Number to find:

Now, enter the State you are looking in:

Alabama

Done Internet

FIG.43

# **COSTAR EXCHANGE**

## Property Look Up Results List

Exchange Home

Print Results

New Lookup

Address	City	St	Pric	SF Size	Price/S	Cap	Type
1287 Central Park Plz	O'Fallon	IL	\$12,500,000	141,28	\$8		Retail
520 S Latayette Park Pl	Los Angeles	CA	\$6,200,000	88,649	\$7		Office
16350 Park 10 Pl	Houston	TX	\$5,071,220	73,712	\$6	11.00	Office
8701 Park Place Blvd	Houston	TX	\$5,000,000	148,00	\$3		Indust
16360 Park 10 Pl	Houston	TX	\$4,878,650	68,394	\$7	8.00	Office
790 Park Pl	Long Beach	CA	\$3,200,000	75,000	\$4		Indust
5121 Parkway Plaza Blvd	Charlotte	NC	\$2,550,000	23,000	\$111		Office
6-9 Park Pl	Lodi	CA	\$875,00	28,000	\$3		Indust
1975 Park Pl N	Atlanta	GA	\$600,00	10,352	\$5		Office
7627 Park Place	Green Oak Two	MI	\$525,00	11,400	\$4		Indust
1950 Park Pl N	Atlanta	GA	\$450,00	6,000	\$7		Office
Park Pl	Kissimmee	FL	\$450,00				Land
1021 Park Pl	Wilmington	DE	\$279,00	2,000	\$140		Office
11362 Monier Park Pl	Rancho Cordova	CA	\$250,00	5,000	\$5		Indust
46 Park Pl	Branford	CT	\$225,00				Land
11358 Monier Park Pl	Rancho Cordova	CA	\$213,75	3,750	\$5		Indust
1801 Park Court Pl	Santa Ana	CA	\$107,20	13,400	\$		Land
Park Plaza Dr	Cerritos	CA					Land
Cherry Park Dr @ Copperi...	Houston	TX					Land
Park Plaza Dr	Cerritos	CA					Land

**FIG.44**

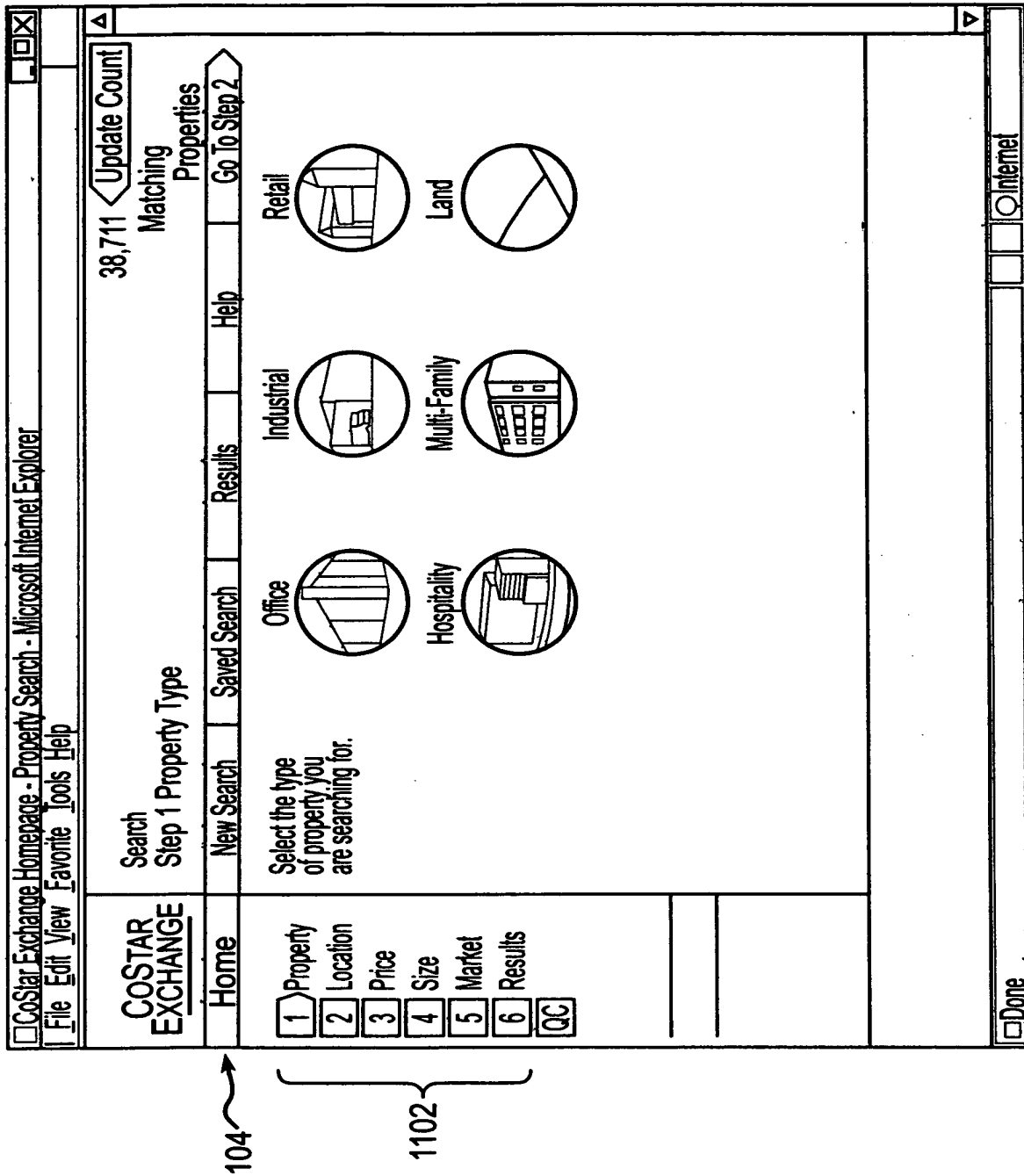


FIG.45

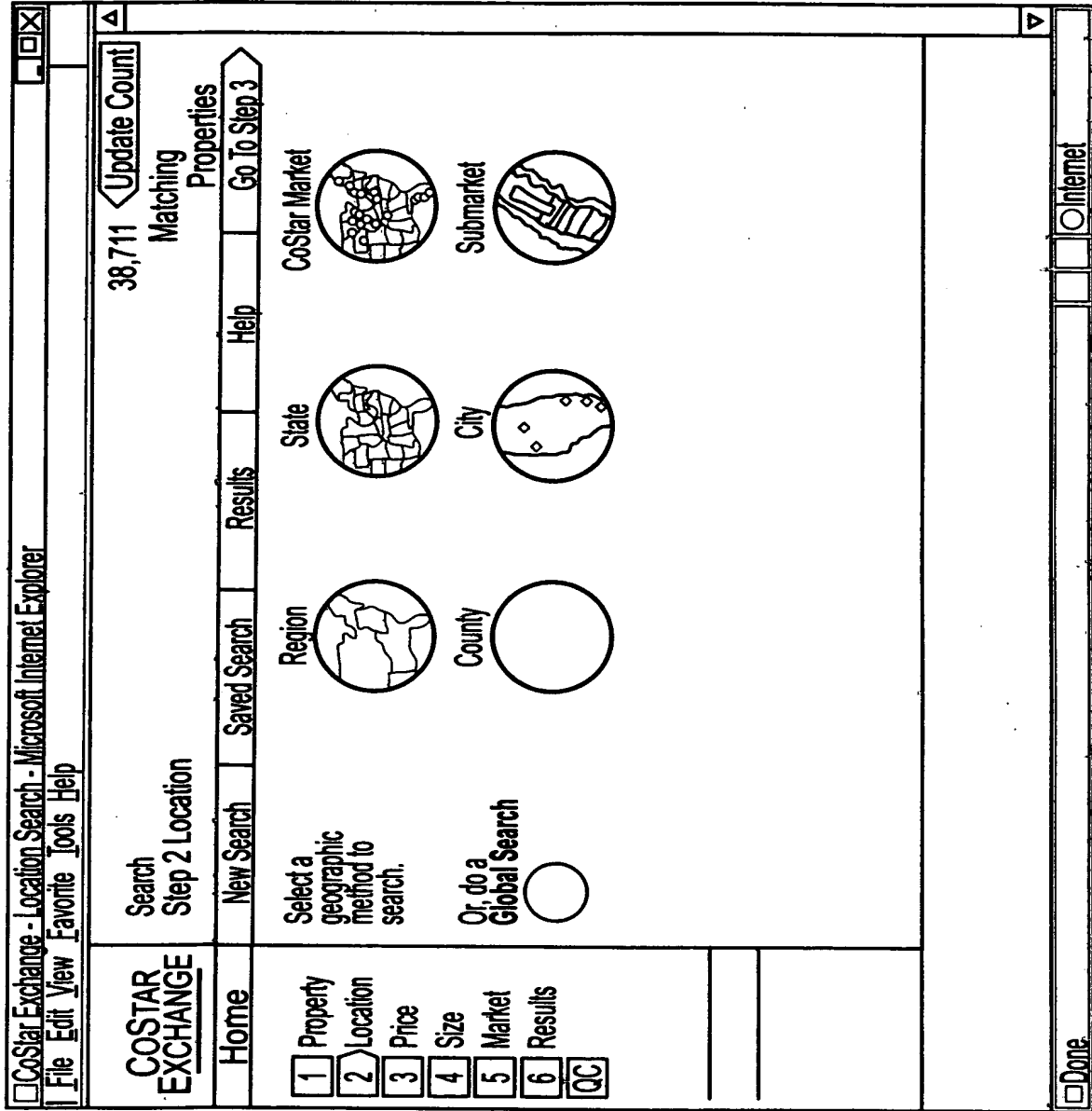


FIG.46

Search By Region

**COSTAR  
EXCHANGE**

Search  
Step 2 Location

1

2 Location

3

4

5

6

Home

New Search

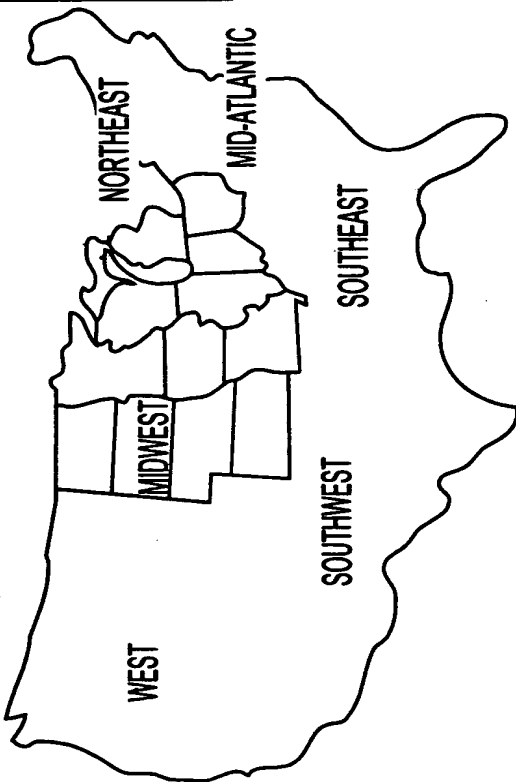
Saved Search

Results

Help

G

Select one or more regions from the map:



Your Selections

West  
Midwest  
Southwest  
Northeast  
Mid-Atlantic  
Southeast

Click once to select, again to clear.

↩ [Select a different geographic method](#)

FIG.47

<a href="http://208.205.186.21/Exchange/Query/Search/PriceOffice.asp">http://208.205.186.21/Exchange/Query/Search/PriceOffice.asp</a> - Microsoft Internet Explorer File Edit View Favorite Tools Help		38,711 <input type="button" value="Update Count"/>	
<b>COSTAR EXCHANGE</b>		Search Step 3 Price Matching Properties	
Home		New Search Saved Search Results Help Go To Step 4	
Specify the financial condition of your search. You can choose both high and low ranges or just one condition.			
<input type="button" value="Key Indicators"/>			
<input type="button" value="1"/> Property <input type="button" value="2"/> Location <input checked="" type="button" value="3"/> Price <input type="button" value="4"/> Size <input type="button" value="5"/> Market <input type="button" value="6"/> Results <input type="button" value="QC"/>	Sale Price \$ <input type="text"/> To <input type="text"/> Price/SF \$ <input type="text"/> To <input type="text"/> Cap Rate <input type="text"/> % To <input type="text"/> %		
<input type="button" value="Annual Income Values"/>			
Gross Income \$ <input type="text"/> To <input type="text"/> Net Operating Income \$ <input type="text"/> To <input type="text"/> Pre Tax Cash Flow \$ <input type="text"/> To <input type="text"/>			
<input type="button" value="Financing"/>			
Down Payment \$ <input type="text"/> To <input type="text"/> Loan Amount \$ <input type="text"/> To <input type="text"/> Loan Payment \$ <input type="text"/> To <input type="text"/>			
<input checked="" type="radio"/> Annual <input type="radio"/> Monthly			
<input type="button" value="Assessed Values"/>			
Assessed Land Value \$ <input type="text"/> To <input type="text"/> <input checked="" type="radio"/> Total <input type="radio"/> Per SF Assessed Improvement \$ <input type="text"/> To <input type="text"/> <input checked="" type="radio"/> Total <input type="radio"/> Per SF Total Assessed Value \$ <input type="text"/> To <input type="text"/> <input checked="" type="radio"/> Total <input type="radio"/> Per SF Ratio of Land/Improvements <input type="text"/> % To <input type="text"/> % Asking Price/Assessed Value <input type="text"/> % To <input type="text"/> %			
<input type="button" value="Done"/>		<input type="button" value="Internet"/>	

FIG.48



CoStar Exchange - Size Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

**COSTAR EXCHANGE** Search Step 4 Size 38,711 Matching Properties [Update Count](#)

Home New Search Saved Search Results Help [Go To Step 5](#)

Specify the size and features you want CoStar Exchange to find.

**1** Property  
**2** Location  
**3** Price  
**4** Size  
**5** Market  
**6** Results  
**QC**

**Size**

Total Rentable Space SF  To   
 Typical Floor Size SF  To   
 Stories  To

**Characteristics**

Year Built  To   
 Year Built or Renovated  To   
 Total Available SF  To   
 Percent Leased  To  %  
 Asking Rental Rates/SF \$  To   
 Building Class ☐ A ☐ B ☐ C  
 Use ☐ Income Property  
☐ Owner/User  
 Occupancy ☐ Multi Tenant  
☐ Single Tenant  
 Occupancy ☐ Multi Tenant  
☐ Single Tenant  
 Building Status ☐ Existing  
☐ Under Construction  
☐ Proposed  
 Flex Buildings ☐ Do Not Include

**Company**

Listing Brokerage Company

☐ Done ☐ Internet

FIG.49

50/74

CoStar Exchange - Market Search - Microsoft Internet Explorer									
File Edit View Favorite Tools Help									
<b>COSTAR EXCHANGE</b> Home    New Search    Saved Search    Results    Help    Get Results 1 Property 2 Location 3 Price 4 Size 5 Market 6 Results QC	Search Step 4 Size					38,711 <b>Update Count</b>			
	Specify the market conditions you want CoStar Exchange to find.								
	<b>Vacancy &amp; Absorption</b>								
	Vacancy Rate		In Region		To		%		
			In Submarket		To		%		
	Point Increase Last 12 Months		In Region		To				
			In Submarket		To				
	Point Decrease Last 12 Months		In Region		To				
			In Submarket		To				
	12 Months Gross Absorption		In Region		To		SF		
		In Submarket		To		SF			
12 Months Net Absorption		In Region		To		SF			
		In Submarket		To		SF			
Asking Rental Rates/SF		In Region	\$		To				
		In Submarket	\$		To				
<b>Inventory Ratios</b>									
Ratio of Net Absorption/Inventory		In Region		To					
		In Submarket		To					
Ratio of Gross Absorption/Inv		In Region		To					
		In Submarket		To					
Ratio of Under Construction/Inv		In Region		To					
		In Submarket		To					
<b>Inventory</b>									
Total Building Inventory SF		In Region		To					
		In Submarket		To					
Average Building Size SF		In Region		To					
		In Submarket		To					
Number of Buildings		In Region		To					
		In Submarket		To					
Under Construction SF		In Region		To					
		In Submarket		To					
<input type="checkbox"/> Done <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Internet									

FIG.50

**FIG. 51**





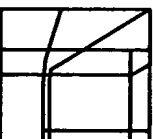
<input type="checkbox"/> Saved Searches - Microsoft Internet Explorer File Edit View Favorite Tools Help			
<b>COSTAR EXCHANGE</b>			
<b>Lookup</b>		<b>Related Tasks</b>	
<input type="checkbox"/> New Search	<b>Saved Search</b> Saving your search saves the conditions of the current search making it easy for you to re-run this search again later.	<input type="checkbox"/> Setup my Alerts Work with Other Searches I've saved	
<input type="checkbox"/> Saved Searches	1 Enter a descriptive name for this search. You'll use this name to find it again later. <input type="text"/> Saved Search #1		
<input type="checkbox"/> Add Listing	2 Would you like CoStar Exchange to automatically Alert you when new properties are added that match the conditions in this search? <input checked="" type="radio"/> Yes <input type="radio"/> No		
<input type="checkbox"/> Alerts	<input type="button" value="Save"/>		
<input type="checkbox"/> Profile			
<input type="checkbox"/> Buyer Match			
<input type="checkbox"/> Forms/Contracts			
<input type="checkbox"/> Demo			
<input type="checkbox"/> FAQ			
<input type="checkbox"/> Help			
<input type="checkbox"/> Done		<input type="checkbox"/> Internet	

FIG.52

**COSTAR  
EXCHANGE**

of  
 ▶ Next  
 ◀ Back  
 Results  
 Remove  
 □ Print  
 ☆ New Search

**9911 West Pico Blvd**  
**Century Park Center**  
 Los Angeles, California  
 Class A Office Building of 282,000 SF Offered at \$49,500,000

Overview	Financial	Tenants	Market	Comps	Map
 Building	<b>Investment Summary</b>				
	Price:	\$49,500,000	Building Size:	282,000SF	
	Price/SF:	\$175.98	Land Area:	16,560SF	
	Cap Rate:	8.52%	Year Built:	1973, Renov 1987	
	Percent Leased:	96.0%	Sales Status:	Under Contract	
	<b>Highlights</b>				
	The property offers upside potential in the rental income. It has maintained historically high occupancy of 90% or greater. Credit tenants account for 65% of the leased space and included Source Capital and several others. The building was completely renovated in 1987 at a cost of over \$6,000,000.				
 Lobby	<b>Property Description</b>				
	Building Size:	282,000SF	Building Class:	Class A	
	Number of Floors:	16	Land Area:	16,560SF	
	Typical Floor Size:	13,200SF	Lot Dimensions:	120x180	
	Core Factor:	11.4%	Building FAR:	13.2	
	Elevators:	4	Zoning:	LAC2-M/L&O	
 Floor Plan	Percent Leased:	96.0%	Parking Ratio:	3.8:1000SF	
	Available Space:	55,731SF	Open Parking:	350	
	Vacant Space:	23,000SF	Covered Parking:	722	
	Number Tenants:	33	Parking Spaces:	1,072	
	Avg Tenant Size:	8,545SF	Parking Rates:	\$120 Reserved	
 Aerial	▶ Tenants enjoy ocean views and mountain views from all floors. The property is conveniently located between Century Park East and Roxbury Drive.				
 Map	<b>Assessment Values</b>				
	Assmt Land:	\$24,150,000	Property Tax Rate:	1.023%	
	Assmt Improvements:	\$10,350,000	Annual Property Tax:	\$560,000	
	Total Assmt:	\$34,500,000	Property Tax/SF:	\$2.01	
	<b>Location</b>				
	Metro Market: Los Angeles				
	County: Los Angeles				
	Submarket: West Los Angeles				
	Zip Code: 90035				
	Map Book/Page: 41-C-15				
	Block/Lot: Not Specified				
	Parcel Number: 413-01-297				
	▶ Comments about the location will go here				

CONT. ON FIG. 53B

**FIG. 53A**

CONT.FROM FIG. 53A

Downloads	Building Team
Financial	Property Manager: Arden Realty
Risk & Sensibility	Developer: NoSpecified
Pro Forma Income	Architect: GenslerAssoc
Cash Flow Assumption	CoStar Contact: Andrew Harris
10 Yr Cash Flow Schedule	(301)917-1970 (phone)
Tenant	(800)603-1301 (fax)
Rent Roll	Transaction Guidelines
Other Tenant Info	Sales Status: UnderContract
PIX Tour	Marketing: October7,1999-December14,1999
Pico & Elm	Final Offers: January15,2000
Lobby	Contract Signing: February15,2000
	Closing: April15,2000
	Active on Exchange: October28,1999
	Last Update: November11,1999
	Days on Market: 38
	Presented By
	BeitlerRealtyServices
	825S.Barrington
	LosAngeles,CA90025
	BarryBeitler
	310-820-2955(phone)
	310-820-2956(fax)
	<a href="http://www.beitler.com">www.beitler.com</a>

FIG.53B

Office Financial - Microsoft Internet Explorer

File Edit View Favorite Tools Help

# COSTAR EXCHANGE

2 of 257

Next

Back

Results

Remove

Print

Search

9911 West Pico Blvd.  
Century Park Center  
Los Angeles, California  
A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

## Financial Overview

Price: \$49,500,000  
Price/SF: \$175.98  
Use: Income Property  
Cap Rate: 8.52%

## Financial Worksheet

Change a field in the worksheet and click "calculate" to refresh the section with new numbers.

Down Payment:	\$2,308,150	Price: \$	20,000,000
New Loan:	\$20,000,000.00	Cap Rate:	5.00 %
Net Operating Income:	\$1,000,000	Down Payment:	30 %
Loan Payment:	\$520,012	Interest Rate:	0.00 %
Pre-Tax Cash Flow:	\$172,433	Loan Term:	30
<input type="button" value="Calculate"/>			

## Income & Expense

Gross Income:	\$6,627,000	Taxes:	\$560,000
Other Income:	\$1,405,000	Insurance:	\$109,784
Vacancy Allowance:	\$(401,600)	Utilities:	\$871,090
Operating Expenses:	\$(3,418,200)	Wages:	\$423,691
Net Operating Income:	\$4,218,200	Maintenance:	\$409,000
Loan Payment:	\$(3,381,948)	Management:	\$275,000
Pre-Tax Cash Flow:	\$836,252	Misc/Reserves:	\$813,635
Current Asking Rent/SF:	\$26.10	Total Est Expenses:	\$(3,412,200)
Est Average Rent/SF:	\$23.50	Est Expenses/SF:	\$12.10

## Existing Financing

Lender:	First Union	Existing Loan:	\$925,000
Loan Payment:	\$88,368	Interest Rate:	8.0
Due Date:	November 1, 2027	Loan Term:	30

☐ Done ☐ ☐ Internet

FIG.54

Office Tenants - Microsoft Internet Explorer

File Edit View Favorite Tools Help

**COSTAR EXCHANGE**

2 of 257

Next

Back

Results

Remove

Print

New Search

**9911 West Pico Blvd.**  
 Century Park Center  
 Los Angeles, California  
 A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Tenant information provided by CoStar Tenant

**Tenants Tracked**

Suite	Tenant	Occupancy SF	Bldg %	Industry	Expires	Est Rent
102	Tenant Healthcare	30,688	10.9%	Health	1/2/03	\$21.00
205	Micromedia New England Corporation	13,850	4.9%	Media		
550	Source Capital	13,841	4.9%	Financial		
110	US Post Office			Government		
200	24 Hour Fitness			Retail		
300	Hoover & Chase Attorneys			Legal		
920	Eagle Financial			Legal		
1600	Mario's Nightclub			Service		
Tenant Subtotals:		74,880	26.5%			
Unspecified Tenants:		147,389	52.3%			
Vacant Space:		55,731	19.8%			
Building Total:		282,000	100.0%			

**Tenant Analysis**

Tenants in Building:	33	Percent Occupied:	96.0%
Average Tenant Size:	8,554 SF	Est Rollover Next 12 Months:	25,450 SF
Average Lease Term:	31 Months	Est Rollover next 36 Months:	36,500 SF
Est Average Rent/SF:	\$23.50	Current Asking Rent/SF	\$26.10

**Tenant Notes**

Any tenant notes will go here and if there are none, this section will be suppressed.

Done Internet

FIG.55



Office Market - Microsoft Internet Explorer						
File Edit View Favorite Tools Help						
<b>COSTAR EXCHANGE</b>  2 of 257 Next Back Results Remove Print ☆ New Search	<b>9911 West Pico Blvd.</b> Century Park Center Los Angeles, California A 282,000 SF Office Building Offered at \$49,500,000					
	Overview		Financial	Tenants	Market	Comps
	Map					
	Market information provided by CoStar Property					
	Size Vacancy					
		Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles	
	Number of Buildings:	1	320	1,268	7,225	
	Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF	
	Average Building Size:	282,000 SF	131,515 SF	48,731 SF	46,864 SF	
	Average Tenant Size:	8,545 SF	7,500 SF	7,105 SF	6,642 SF	
Average Building Age:	26 YRS	21 YRS	19 YRS	17 YRS		
Percent Leased:	96.0%	94.6%	91.0%	85.8%		
# Available Spaces:	12	854	1,426	9,476		
Available Space:	23,000 SF	4,372,598 SF	7,836,351 SF	58,802,084 SF		
Avg Available Space:	23,000 SF	36,500 SF	21,500 SF	22,000 SF		
Vacant Space:	23,000 SF	2,932,402 SF	4,483,173 SF	42,846,930 SF		
Avg Vacant Space:	23,000 SF	35,000 SF	24,500 SF	23,000 SF		
Vacancy Rate:	8.20%	5.40%	6.20%	11.75%		
Vacancy YAG:	4.60%	8.70%	8.50%	13.20%		
Vacancy Rate vs YAG:	-3.60	+3.30	+2.30	+1.55		
Inventory/Absorption						
	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles		
Total Existing Space:	282,000 SF	40,290,320 SF	59,711,779 SF	326,853,331 SF		
Under Construction:	0	1,135,000 SF	1,193,000 SF	3,783,310 SF		
Renovation:	0	391,328 SF	559,972 SF	1,718,345 SF		
Proposed:	0	268,322 SF	325,383 SF	6,235,367 SF		
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF		
12 Months Gross Absp:	40,174 SF	3,698,607 SF	15,811,532 SF	24,260,592 SF		
12 Months Net Absp:	15,656 SF	848,195 SF	3,604,829 SF	2,302,255 SF		
Price/Rate						
	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles		
Avg Asking Price/SF:	\$175.98	\$181.90	\$128.60	\$101.55		
Avg Asking Rents:	\$26.10	\$30.60	\$30.36	\$28.25		
Avg Asking Rents YAG:	\$28.10	\$34.85	\$32.57	\$29.85		
Rent Change vs YAG:	+\$2.00	+\$3.45	+\$2.51	+1.16		
Updated October 28, 1999						
<input type="checkbox"/> Done <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/> Internet						

FIG.56

Office Comps - Microsoft Internet Explorer

File Edit View Favorite Tools Help

### COSTAR EXCHANGE

2 of 257  
 Next  
 Back  
 Results  
 Remove  
 Print  
 ☆  
 New Search

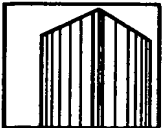
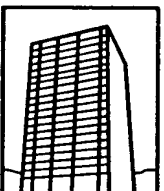
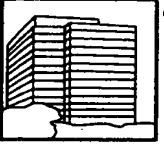
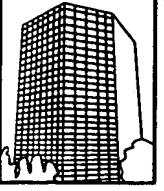
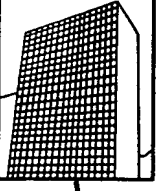
**9911 West Pico Blvd.**  
 Century Park Center  
 Los Angeles, California  
 A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Comparable sales information provided by Comps, Inc.

Comparable Sale Properties

Show Comparable Properties Sorted by: 2306

Address	City	Distance	Building Size	Year Built	Sale Price	Price/SF	Cap Rate	Sale Date
 9911 West Pico Blvd • Los Angeles, CA 90401			Building Class: Class A Office Building Size: 245,413 SF # of Floors: 16 Floors Year Built: 1981		Price: \$49,500,000 Price/SF: \$199.83/SF Cap Rate: N/A			
Subject Property <a href="#">Full Details</a>								
 100 Wilshire Blvd • GTE Building • Santa Monica, CA 90401			Building Class: Class A Office Building Size: 245,414 SF # of Floors: 16 Floors Year Built: 1968		Sold Price: \$90,000,000 Price/SF: \$177.65/SF Cap Rate: N/A Sale Date: June 3, 1996			
Buyer: Lehman Brothers Partnership Corporation 0.1 miles from Subject <a href="#">Full Details</a>								
 401 Wilshire Blvd • First Federal Square • Santa Monica, CA 90401			Building Class: Class A Office Building Size: 325,249 SF # of Floors: 16 Floors Year Built: 1971		Sold Price: \$90,000,000 Price/SF: \$177.65/SF Cap Rate: N/A Sale Date: June 5, 1996			
Buyer: Douglas Emmett 0.1 miles from Subject <a href="#">Full Details</a>								
 11755 Wilshire Blvd • Wilshire Landmark I • Los Angeles, CA 90401			Building Class: Class A Office Building Size: 317,249 SF # of Floors: 16 Floors Year Built: 1986		Sold Price: \$90,000,000 Price/SF: \$173.77/SF Cap Rate: 8.00% Sale Date: June 15, 1998			
Buyer: CALSTRS 0.4 miles from Subject <a href="#">Full Details</a>								
 1900 Avenue of the Stars • Wilshire Landmark I • Los Angeles, CA 90401			Building Class: Class A Office Building Size: 596,384 SF # of Floors: 16 Floors Year Built: 1969/1992		Sold Price: \$90,000,000 Price/SF: \$173.77/SF Cap Rate: 8.00% Sale Date: June 28, 1998			
Buyer: Divco West Properties 0.5 miles from Subject <a href="#">Full Details</a>								

2302 2304

Done Internet

FIG.57

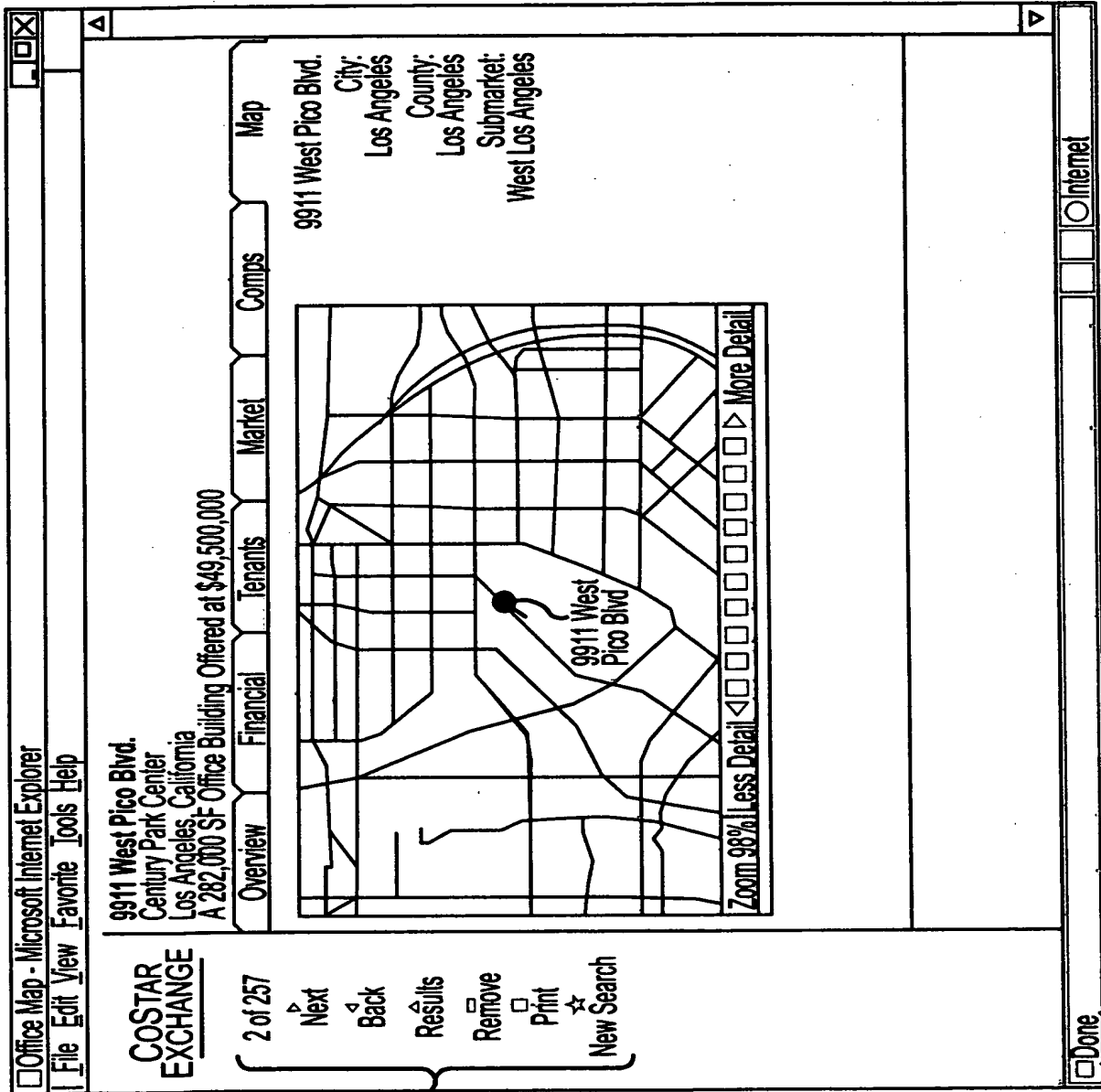
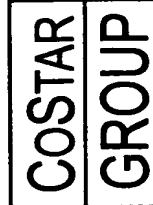


FIG. 58



Product & Services   Corporate Info   Support   Contact Us   Site Map

### Building Questionnaires

Please select the type of property you wish to profile in CoStar Property:

If you prefer to fax your questionnaire, click on the link to download the corresponding form in PDF format\*.

o **For Lease Properties**

- o Office
- o Industrial

- o Office
- o Industrial

o **For Sale Properties**

- o *Coming Soon!*

**Please note:** Data that is submitted by this questionnaire will be transmitted to CoStar Group's Research Division for entry into CoStar Property. This does not submit data directly into CoStar Property. For more information, please contact CoStar Group at [info@costargroup.com](mailto:info@costargroup.com).

Home   Products & Services   Corporate Info   Support   Contact Us   Site Map

Terms of Use   Privacy Policy   Photo Restrictions   Contact Us

**FIG.59**

**COSTAR  
GROUP**

Product & Services Corporate Info Support

Contact Us Site Map

# Office Building Questionnaire Basic Building Information

Page 1 of 6

NOTE: Fields in **boldface** are required

Entered By <b>Jo Do</b>		E-mail Address <b>jo@do.com</b>		<input checked="" type="checkbox"/> I am the Leasing Contact Building Web Site Address <input type="text"/>	
Building Address <b>Do Building</b>		Building Name <b>Building Park</b>		Submarket <input type="text"/>	
City <b>Washington</b>		State <b>DC</b>		County <b>DC</b>	
Building Status <input checked="" type="radio"/> Existing <input type="radio"/> Under Construction <input type="radio"/> Under Renovation <input type="radio"/> Proposed <input type="radio"/> Land		Building Type <input checked="" type="radio"/> Office <input type="radio"/> Condo/Coop <input type="radio"/> Professional/Medical		Parking Parking Ratio: <input type="text"/> /1000 Covered: <input type="radio"/> Yes <input type="radio"/> No Monthly Rate: \$ <input type="text"/>	
Total Rentable Building Area <b>10,000</b> SF		Stories <b>5</b>		Surface: <input type="radio"/> Yes <input type="radio"/> No Monthly Rate: \$ <input type="text"/>	
Land Area <input type="text"/>		Year Built <input type="text"/>		Owner Occupied <input type="radio"/> Yes <input type="radio"/> No	
<input type="radio"/> SF <input type="radio"/> Acres		Year Renovated <input type="text"/>		Zoning <input type="text"/>	
Typical Floor Size <input type="text"/> SF		Tenancy <input type="radio"/> Multi <input type="radio"/> Single			

**FIG.60**

Loss/Core Factor  
 %

Elevator  
☐ Passenger  
#   
☐ Freight  
#

Clear

Suite Level Information >>>

Home

Products & Services

Corporate Info

Support

Contact Us

Site Map

Terms of Use

Privacy Policy

Photo Restrictions

Contact Us

FIG.61

**COSTAR  
GROUP**

Product & Services Corporate Info Support Contact Us Site Map  
**Office Building Questionnaire** Suite Level Information Page 2 of 6

Floor <input type="text"/> Suite <input type="text"/>		Square Feet Available Total <input type="text"/> Max Contiguous on Floor <input type="text"/>		Space Type: <input checked="" type="radio"/> Reret/Direct <input checked="" type="radio"/> Office <input type="radio"/> New <input type="radio"/> Office/Retail <input type="radio"/> Sublet <input type="radio"/> Retail <input type="radio"/> Medical	
Smallest <input type="text"/>		Occupancy <input type="text"/> / <input type="text"/>		Lease Term or Sublet Through Date <input type="text"/>	
Rent/SF <input type="radio"/> Annually <input type="radio"/> Monthly		120 Days <input type="text"/> / <input type="text"/>			
\$ <input type="text"/> To \$ <input type="text"/>		Services <input type="text"/>			
Suite Notes: <input type="text"/>					

Home Products & Services Corporate Info Support Contact Us Site Map  
[Terms of Use](#) [Privacy Policy](#) [Photo Restrictions](#) [Contact Us](#)

**FIG.62**

COSTAR

GROUP

Floor	Suite	Square Feet Available	Space Type:	Space Use:
LBBY		Total (Not Divisible)	Relet/Direct	Office
Rent/SF	Services	Smallest 5,000	Max Contiguous on Floor 2,500	
To	Occupancy 120 Days			Lease Term or Sublet Through Date
Suite Notes:				

Floor	Suite	Square Feet Available	Space Type:	Space Use:
BSMT		Total	Relet/Direct	Office
		Is Divisible	Max Contiguous on Floor	Office/Retail
			New	Retail
			Sublet	Medical
				Lease Term or Sublet through Date
Rent/SF	Annually	Monthly Services	Occupancy	
\$	To \$		120 Days	
Suite Notes:				

Space Summary:

Total SF Available:	5,000	Total Contiguous in Building:	
Min. Contiguous Available:	5,000		
Max. Contiguous Available:	2,500		

Cancel << Basic Building Info Clear Save Suite Info Listing Contacts >>



<div>COSTAR GROUP</div>		<div>Product &amp; Services</div>	<div>Corporate Info</div>	<div>Support</div>	<div>Contact Us</div>	<div>Site Map</div>
<div>Office Building Questionnaire</div>		<div>Page 3 of 6</div>				
<div>Listing Company</div>		<div>Phone Number (w/Area Code)</div>				
<div>Address</div>		<div>Ext</div>				
<div>City, State, ZIP</div>		<div>Fax Number</div>				
<div>Agent One</div>		<div>Web Address</div>				
<div>Agent Two</div>		<div>Agent Three</div>				
<div>Title</div>		<div>Title</div>				
<div>Phone Number (w/ Area Code)</div>		<div>Phone Number (w/ Area Code)</div>				
<div>Ext</div>		<div>Ext</div>				
<div>E-Mail Address</div>		<div>E-Mail Address</div>				
<div>do@do.com</div>		<div>E-Mail Address</div>				
<div>Cancel</div>		<div>Clear</div>				
<div>&lt;&lt; Suite Level Info</div>		<div>Building Team&gt;&gt;</div>				
<div>Home</div>	<div>Products &amp; Services</div>	<div>Corporate Info</div>	<div>Support</div>	<div>Contact Us</div>	<div>Site Map</div>	<div>Photo Restrictions</div>
<div>Terms of Use</div>	<div>Privacy Policy</div>	<div>Contact Us</div>				

FIG.64

<div>COSTAR</div> <div>GROUP</div>		<div>Product &amp; Services</div> <div>Corporate Info</div>		<div>Support</div>	<div>Contact Us</div>	<div>Site Map</div>
<div>Office Building Questionnaire</div> <div>Building Team</div>						
<div>Owner</div> <div>Address</div> <div>City, State, ZIP</div> <div>Phone No.</div> <div>Ext</div> <div>Architect</div> <div>Phone No.</div> <div>Ext</div> <div>Web Address</div> <div>Developer</div> <div>Phone No.</div> <div>Ext</div> <div>Web Address</div>						
<div>Management Company</div> <div>Address</div> <div>City, State, ZIP</div> <div>Phone No.</div> <div>Ext</div> <div>Property Manager</div> <div>Phone No.</div> <div>Ext</div> <div>Asset Manager</div> <div>Phone No.</div> <div>Ext</div>						
<div>On-Site Management</div> <div>REIT Owned</div> <div>Yes No</div> <div>Yes No</div>						
<div>Cancel</div> <div>&lt;&lt; Listing Contacts</div>		<div>Clear</div> <div>Features/Mkt Notes&gt;&gt;</div>				
<div>Home</div>	<div>Products &amp; Services</div>	<div>Corporate Info</div>	<div>Support</div>	<div>Contact Us</div>	<div>Site Map</div>	<div>Photo Restrictions</div>
<div>Terms of Use</div>		<div>Privacy Policy</div>		<div>Contact Us</div>		

FIG.65

COSTAR

GROUP

Product & Services

Corporate Info

Support

Contact Us

Site Map

Office Building Questionnaire

Marketing Notes/Amenities

Page 5 of 6

Marketing Notes

Amenities

Atrium

Auditorium

Balconies

Banking

Commuter Rail

Concierge

Conference Facility

Convenience Store

Click once to select, again to deselect

Cancel

<<Building Team

Clear

Major Tenants>>

Home

Products & Services

Corporate Info

Support

Contact Us

Site Map

Terms of Use

Privacy Policy

Photo Restrictions

Contact Us

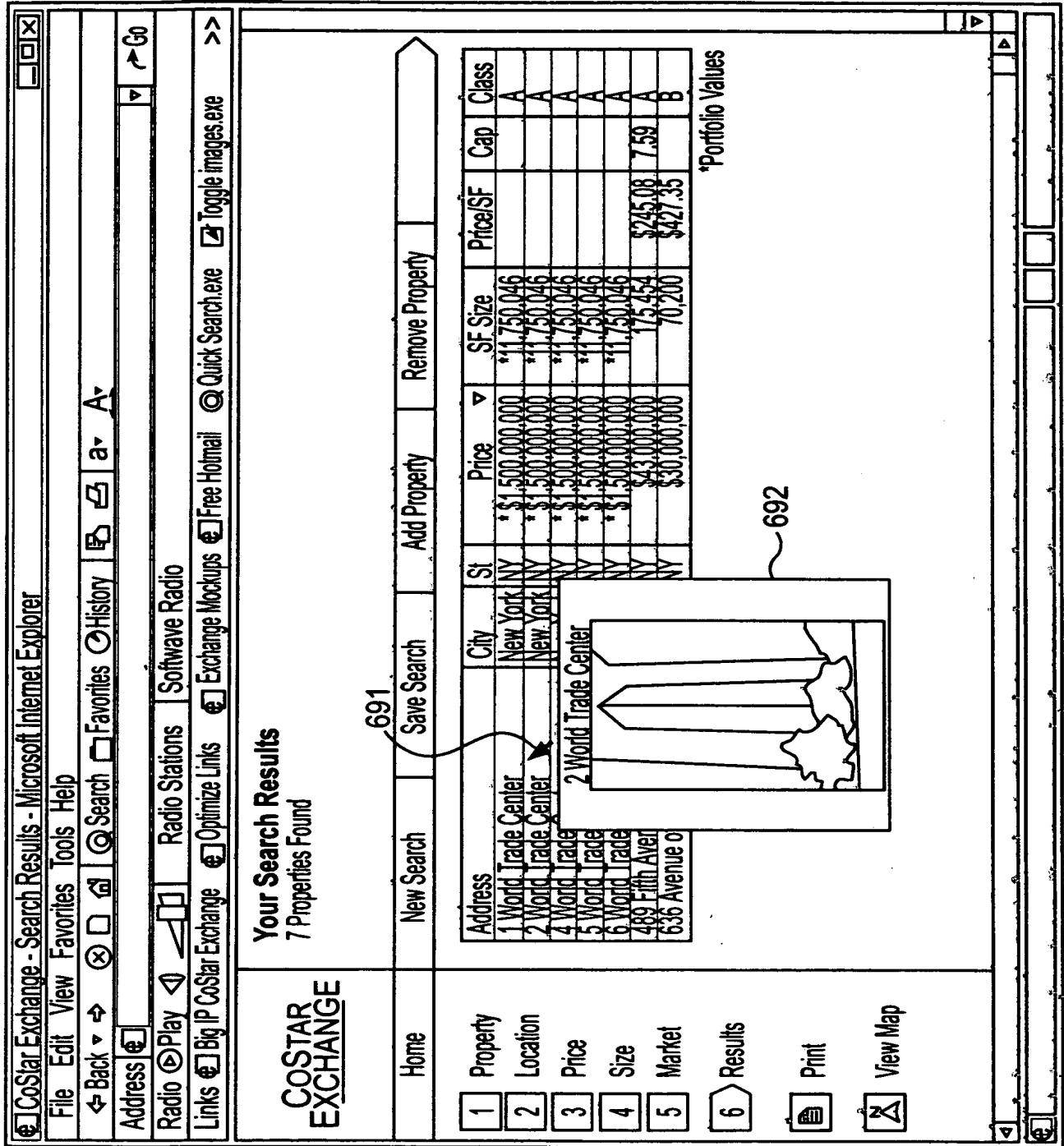
FIG.66

<div>COSTAR</div> <div>GROUP</div>		Product & Services	Corporate Info	Support	Contact Us	Site Map
Office Building Questionnaire		Major Tenants				
# Major Tenant Name	Square Feet					
1.	<div>Add</div>					
<div>Cancel</div>	<<Amenities/Mkt Notes	<div>Clear</div> <div>Submit Questionnaire</div>				
Home	Products & Services	Corporate Info	Support	Contact Us	Site Map	
<u>Terms of Use</u>	<u>Privacy Policy</u>	<u>Photo Restrictions</u>	<u>Contact Us</u>			

FIG.67

<div> <div>COSTAR</div> <div>GROUP</div> </div>		Product & Services	Corporate Info	Support	Contact Us	Site Map
<p><b>Thank You!</b></p> <p>Thank you for submitting your office questionnaire!</p> <p>A CoStar Group research analyst will be contacting you shortly.</p> <p>Please keep this tracking number for your records: <b>602</b></p> <p><u>Click here to return to the CoStar home page</u></p>						
Home	Products & Services	Corporate Info	Support	Contact Us	Site Map	
<u>Terms of Use</u>	<u>Privacy Policy</u>	<u>Photo Restrictions</u>	<u>Contact Us</u>			

FIG.68



70/74

FIG. 69

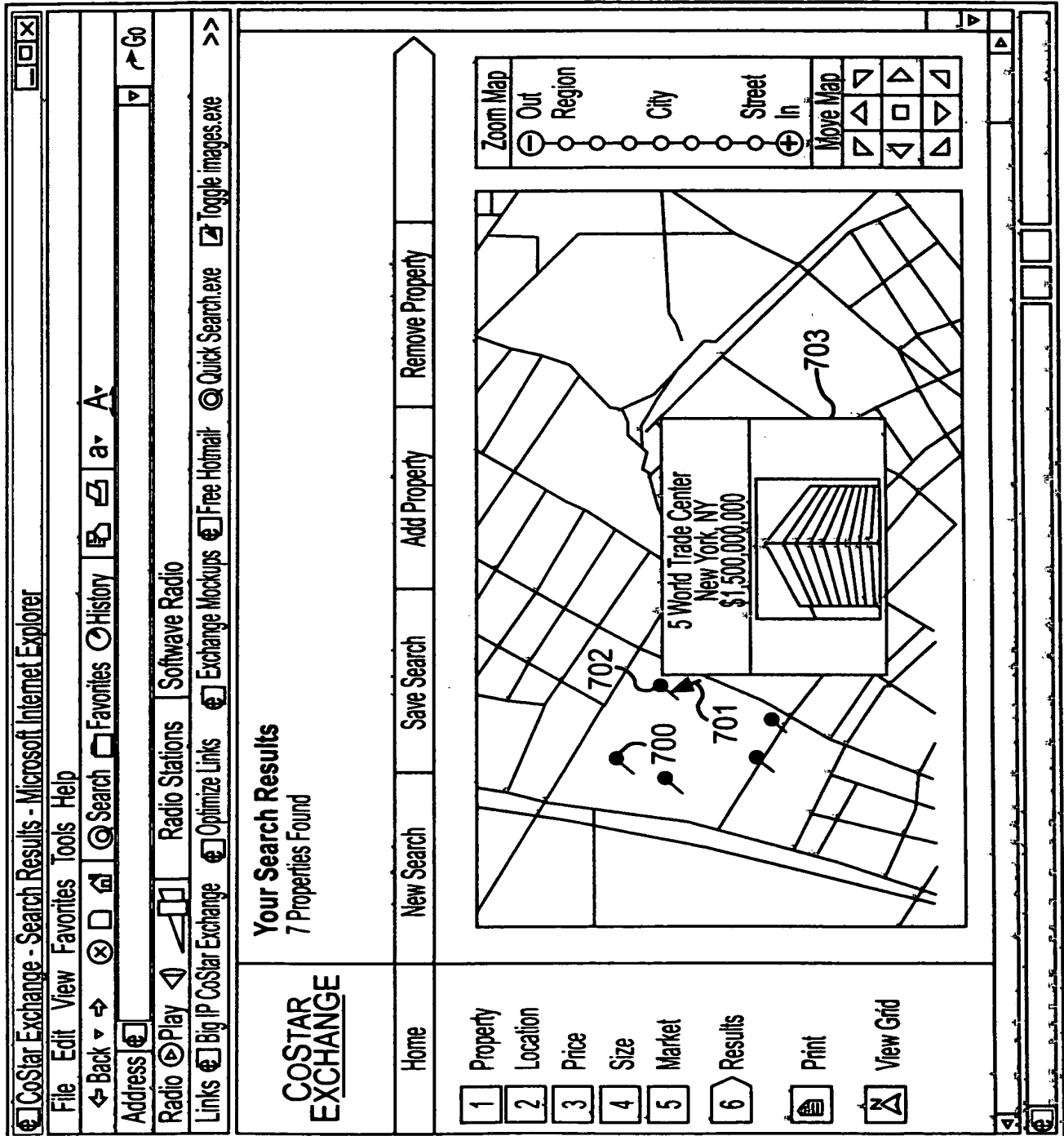


FIG.70

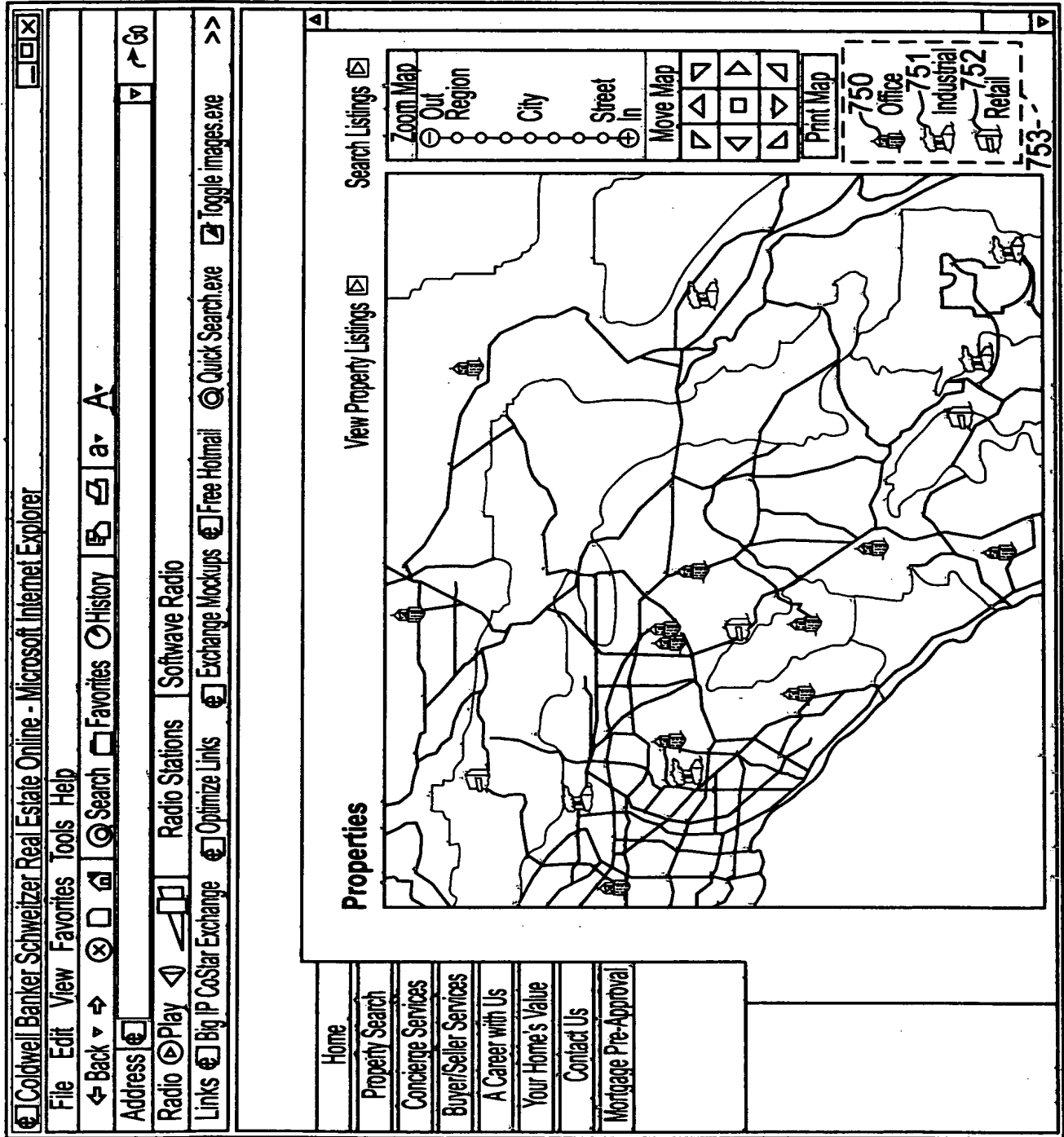
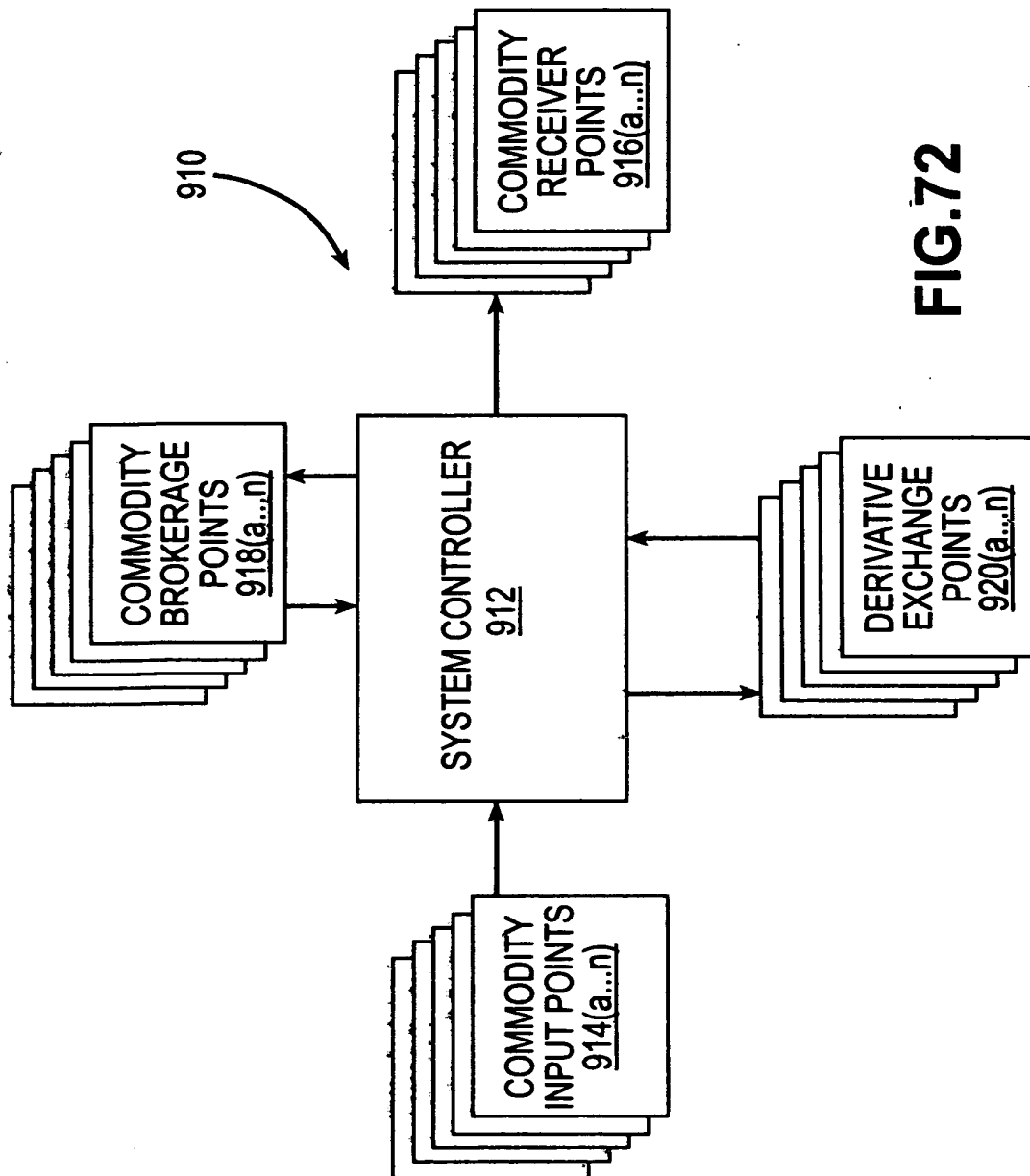
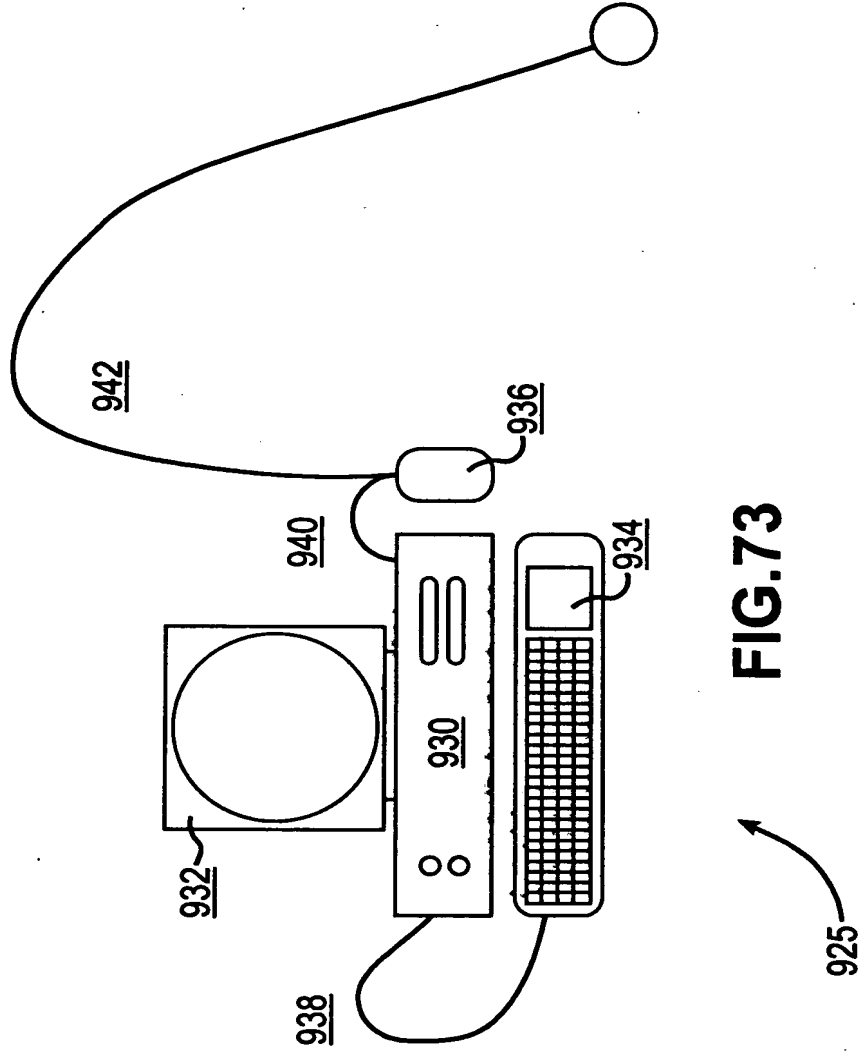


FIG. 71







**FIG. 73**

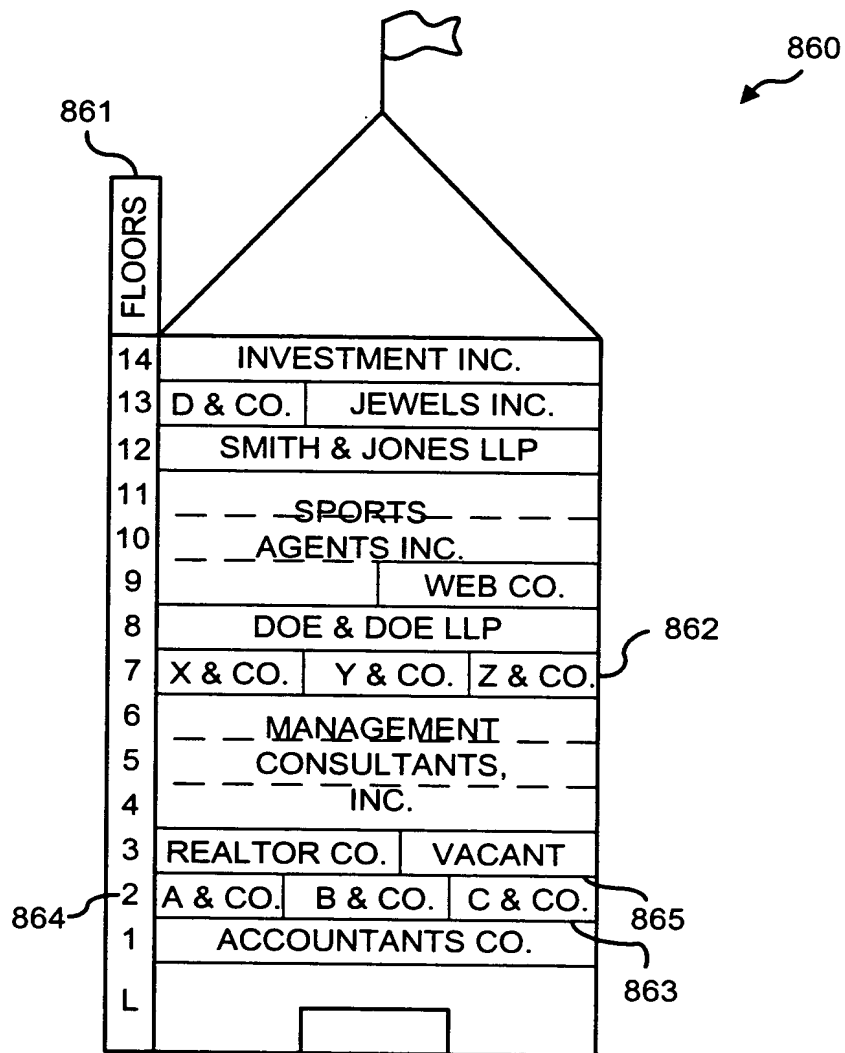


FIG. 74

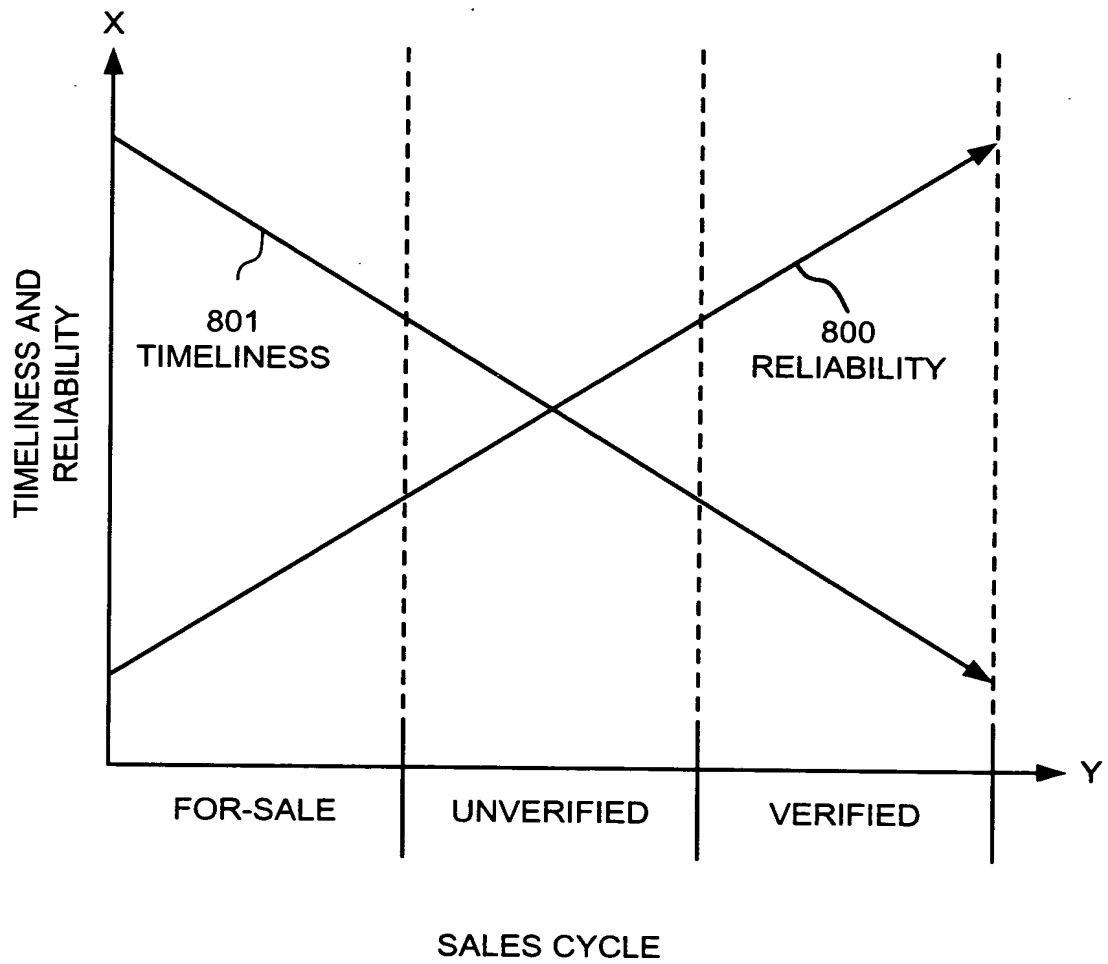


FIG. 75

TECHNICAL COMMERCIAL

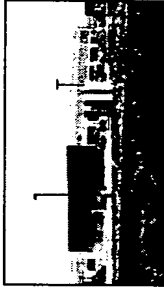
## Featured Properties

**1376 Blue Oaks Blvd**

**Bldg 6 • Roseville, CA 95747**

**11,520 Square Feet (Divisible). Parking 4/1,000. Fiber Optics Available.**


**More Information on this property** 



## 1544 Eureka Rd

Phase IV • Roseville, CA 95661

Two story, Class A, 52,500 square foot office building plus eight single story office buildings for a total of 142,900 square feet. Immediate access to Interstate 80. Excellent parking and access. Walk to several restaurants. High visibility signpage. Prestigious Olympus Pointe location. Restaurants from 1,800 to 52,500 sq. ft. available.

**More information on this property** 

## Look up

Go

**For Lease**

## All Properties

## Search Properties

## Map Properties

**For Sale**

## All Properties

## Search properties

## Map Properties

## Calculations

## Office Space Calculator

10

## Broker Mailers

## Client Log In

## Properties For Lease

**570 prope**


[Previous](#)
[Next](#)

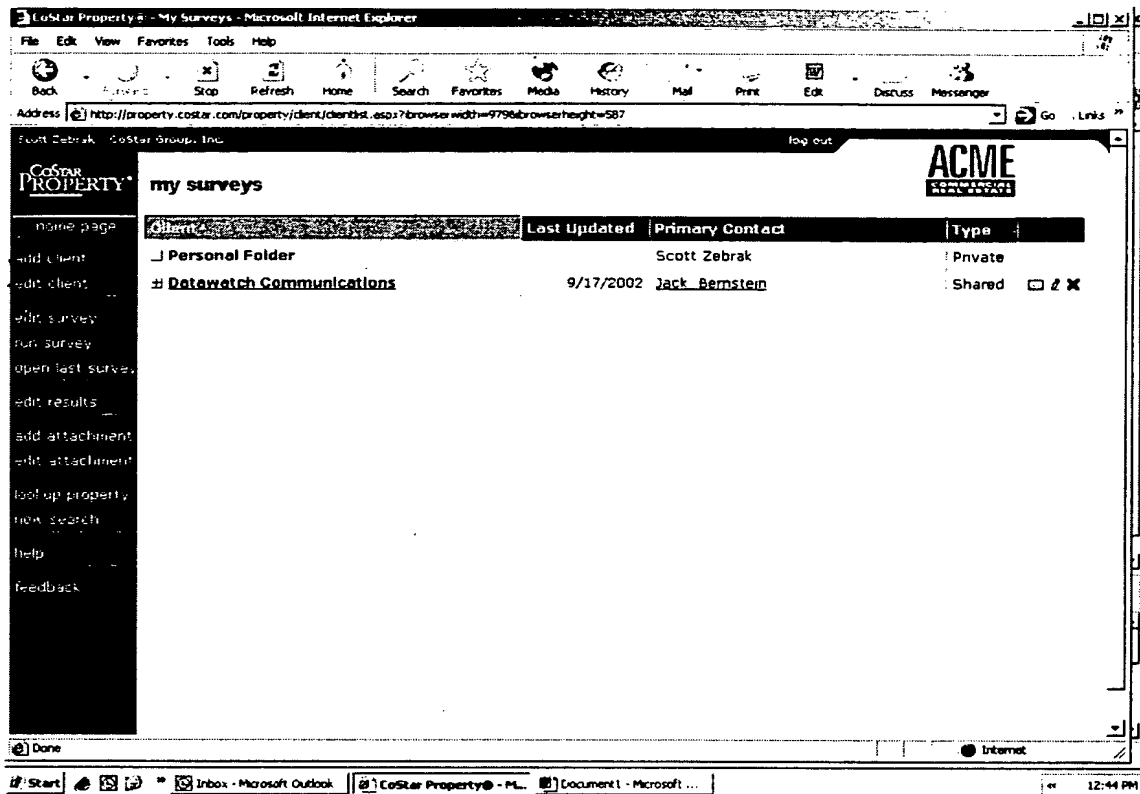

[illegible]

**Down town**

**921 11th St**

19

**Figure 76**



7700

FIG. 77

CoStar Property® - Add Client - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Discuss Messenger

Address http://property.costar.com/property/client/ClientAdd.aspx

From Detroit CoStar Group, Inc. log out

**CoSTAR PROPERTY** **client maintenance** **add client profile** **ACME**

Home page  
View property  
New search  
My surveys  
Feedback

**client information**

Company Name:   
Address:   
Suite:   
City:  State:  ZIP:

**primary contact information** ☐ Check if address same as company address

First Name:   
Last Name:   
Title:   
Office:   
Address:   
Suite:   
City:  State:  ZIP:   
Office Phone:   
Mobile Phone:

Submit Clear Cancel

Done Internet

Start Inbox - Microsoft Outlook CoStar Property® - A... Document1 - Microsoft ... 12:45 PM

27800

FIG. 78

CoStar Property® - Edit Client - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Discuss Messenger

Address http://property.costar.com/property/client/ClientEdit.asp?EditID=3718&ReturnURL=ClientList.asp

Front Desk CoStar Group, Inc. log out

**CoStar PROPERTY**

home page  
add contact  
link up property  
new search  
my surveys  
feedback

**client maintenance**  
edit client profile: Datawatch Communications

**ACME**  
COMMERCIAL REAL ESTATE

**client information**

Company Name: Datawatch Communications **Datawatch**  
Address: 101 Main Street [Click Here to Update Logo](#)  
Suite: 430  
City: Chicago St: IL ZIP: 04583

**primary contact information**

**primary contact** [delete contact](#)

First Name: Jack  
Last Name: Bernstein  
Title: CEO  
Office:  
Address: 101 Main Street ☒ Same as company address  
Suite: 430  
City: Chicago State: IL ZIP: 04583  
Office Phone: 312-875-0921

Submit Clear Cancel

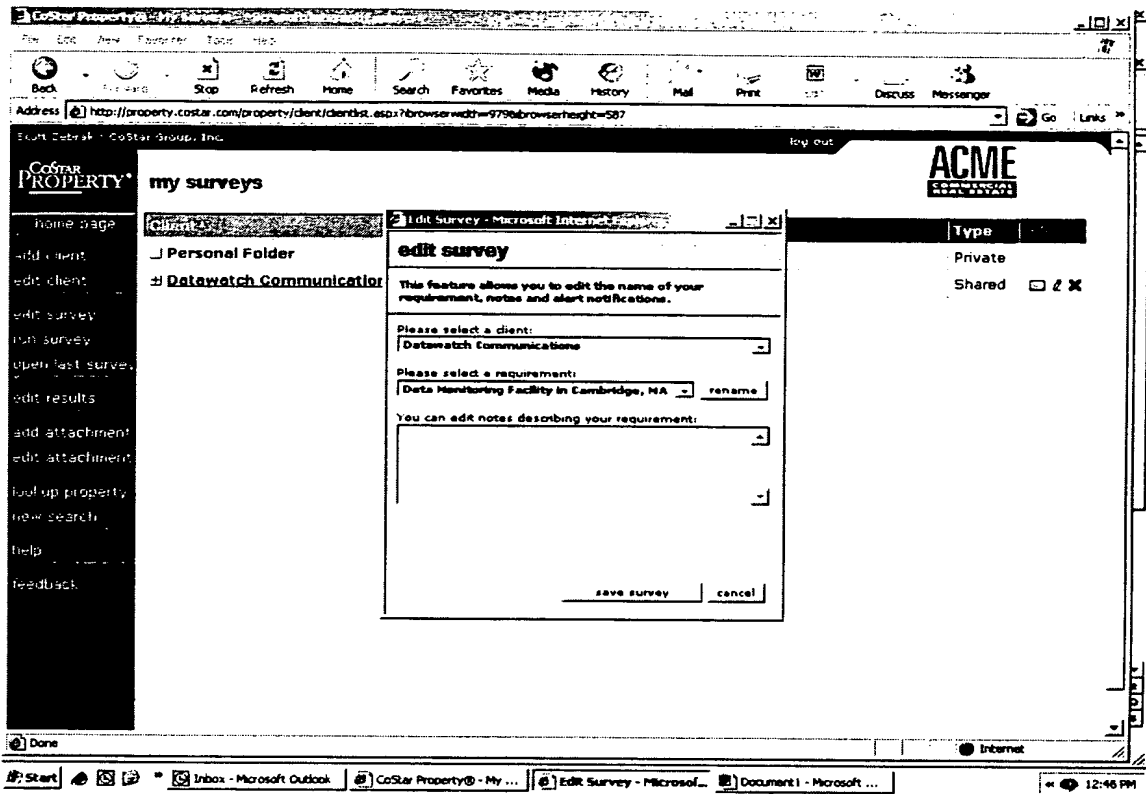
Done Internet

Start Inbox - Microsoft Outlook CoStar Property® - E... Document1 - Microsoft ... 12:46 PM

7900

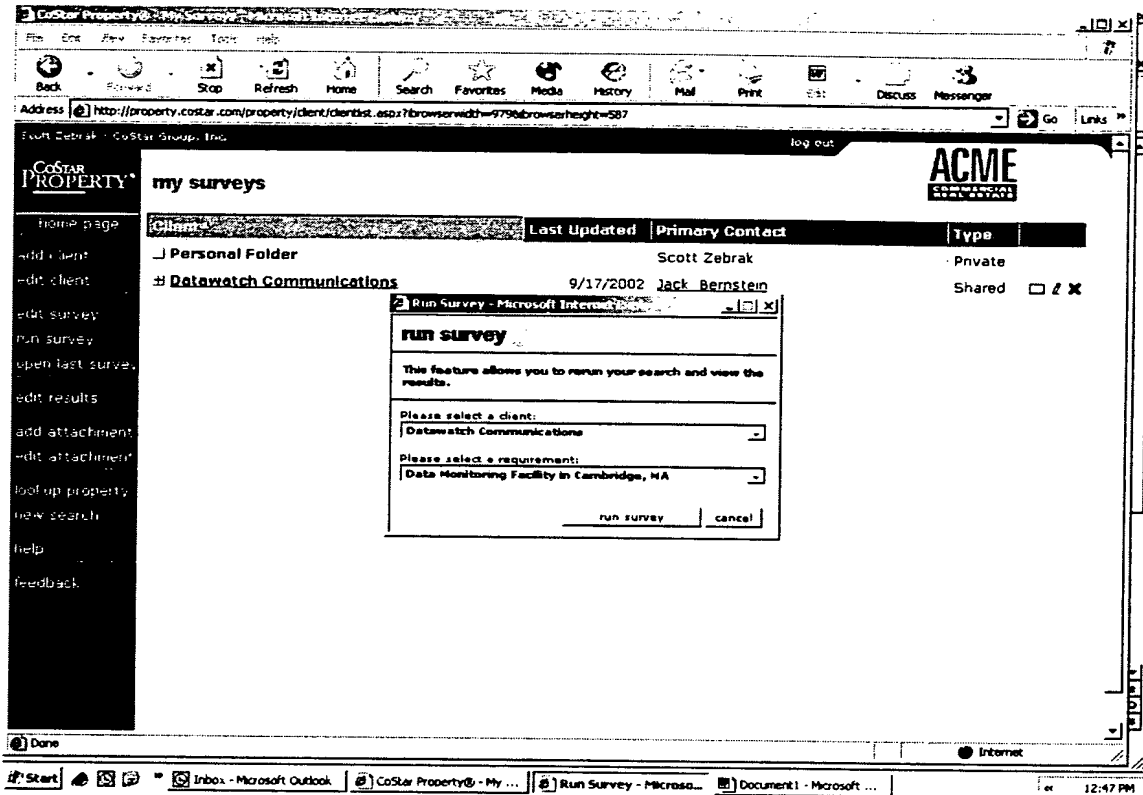
FIG. 79





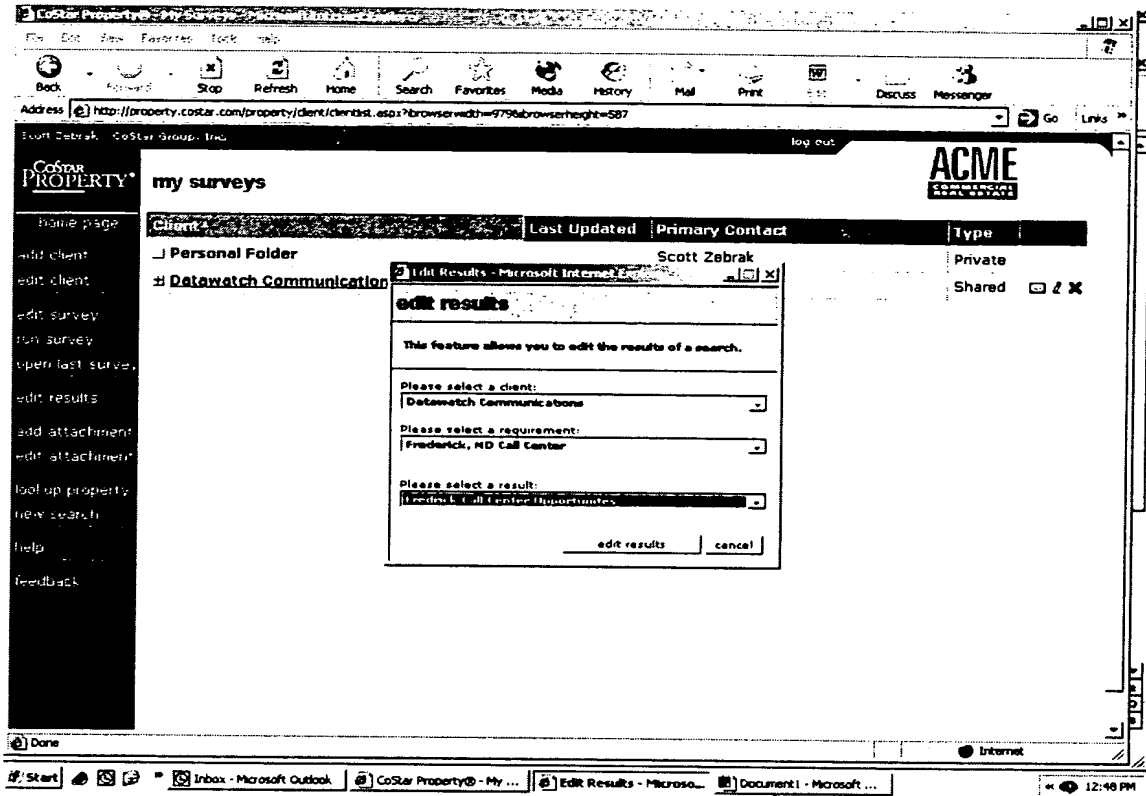
8000

FIG. 80



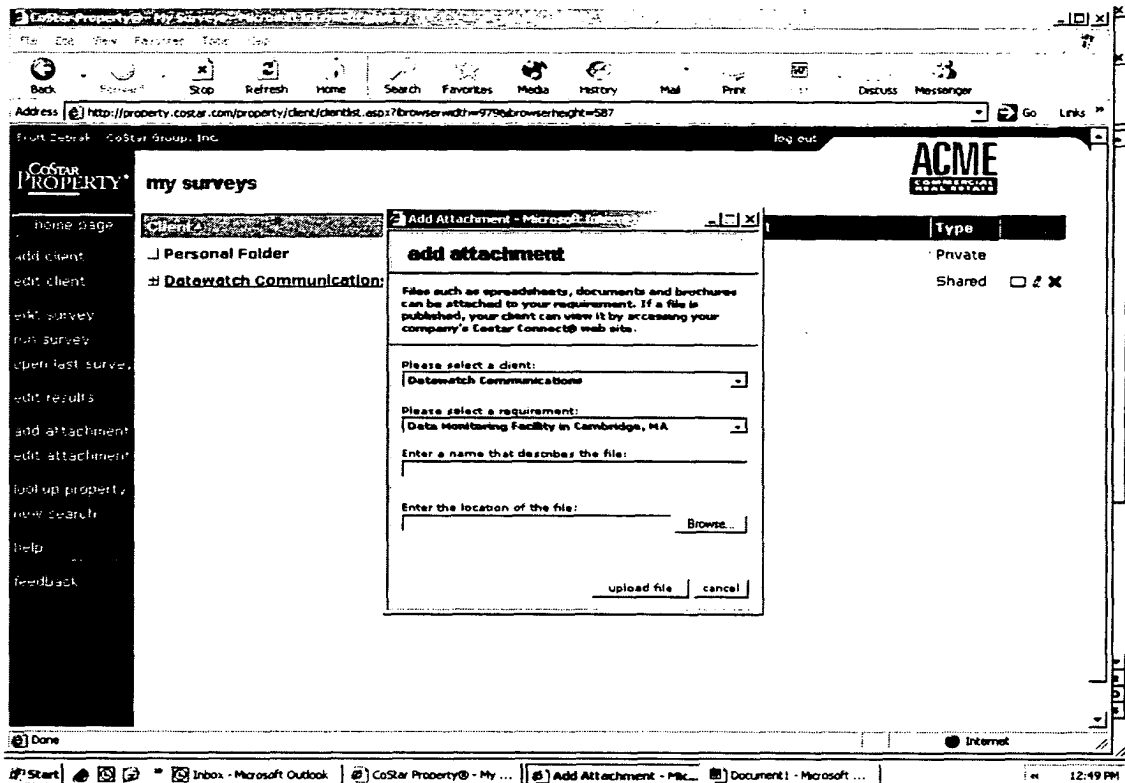
8100

FIG 81



8200

FIG. 82



8300

FIG. 83

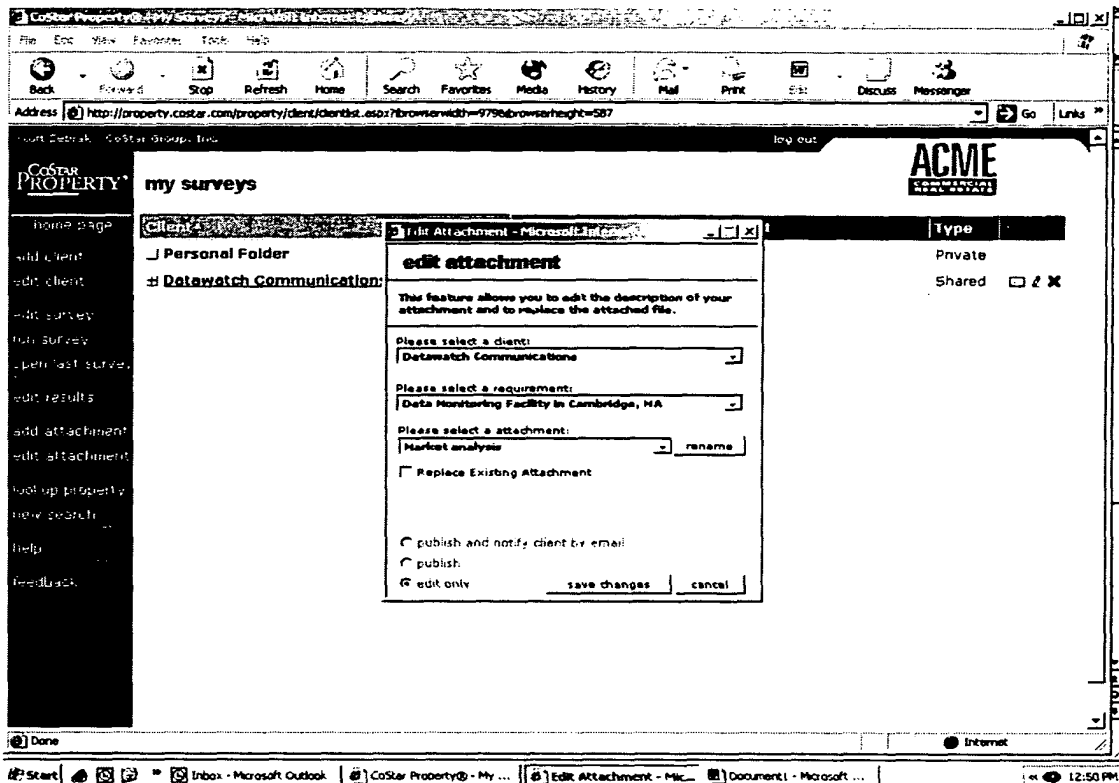


FIG. 84

8502

View Survey (New)

Building Address

3 Bethesda Metro Ctr

3 Bethesda Metro Ctr

4520 East-West Hwy

7900-7920 Norfolk Ave

Leasing Company

Realty Management Company

Gittleson Zuppas Commercial Realty

Lincoln Property Company

Douglas Development Corp.

Use

Office

Office

Office

Office

SF Available

18,810

15,445

76,083

8,046

Face Rent

\$35.00-\$36.00

\$35.00

\$35.00-\$37.00

\$29.00

Listing

3 Bethesda Metro Ctr

Bethesda Metro Ctr

Montgomery County

Bethesda/Chew Chase

Bethesda, MD 20814

Notes

Status: Existing Sep 1985

Type: Office

Class: A

Occup: Multiple Tenant

Offered: Not for sale

Sold: Recently sold

Zoning: C8D-3

History

Stories: 17

Typ Flr: 23,585sf

RBA: 377,369sf

Land: -

Elevators: 8

Thomas Pg: -

Company

Company

Company

Company

Company

Sale

Images

Images

Images

Images

Tenants

Tenants

Tenants

Tenants

Tenants

User

User

User

User

User

Realty Management Company (301)657-9386

Michael Kay

Space Use: Office

Listed: 11+ months

AM Floors: SUBWY 5.8

Face Rent: \$35.00-\$36.00

Services: Full Service

Escalation: Negotiable

Bldg Exp: -

Parking: Covered at \$100.00/mo; Ratio of 3.2/1000 sf

Amenities: Atrium, Banking, Concierge, Food Court, Metro & On-Site Management

Occupancy: Vacant

Lease Term: 10 yrs

Avg Rent: \$35.48

Space Available

New: 0

Relet: 18,810

Sublet: 0

Total: 18,810

Smallest: 4,155

Max 1 Flr: 9,055

Max Chlg: 9,055

Bldg Total: 69,638

Support

Update

Criteria

Map

Survey Confirmation

8500

Print

Return

Current Survey WAS survey on 05/07/2001 at 08:52am

Buildings 9

Spaces 20

FIG. 85

Address	Leasing Company	Use	Floor	Suite	SF Avail/Divide ?	Rent/Service
3 Bethesda Metro Ctr	Realty Management Co	Office	P SUBWAY	B	4,155	\$35/fs
3 Bethesda Metro Ctr	Realty Management Co	Office	P 8th		5,600	\$35/fs
3 Bethesda Metro Ctr	Gillieson Zuppas Comr	Office	P 8th	850	5,584	\$35/fs
7900-7920 Norfolk Ave	Douglas Development	Office	E 7th		8,046	Y \$29/fs
7700 Old Georgetown	Insight/ESG, Inc.	Retail	P 1st		6,000	\$18/nnn
7700 Old Georgetown	The Fred Ezra Compai	Office	P 5th		5,000-21,343	Y \$35/fs
7735 Old Georgetown	CB Richard Ellis	Office	P LL		5,546	Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 6th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 7th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 8th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 9th		10,373	Y Negotiable/fs
7735 Old Georgetown	CB Richard Ellis	Office	E 10th		10,373	Y Negotiable/fs
7735 Old Georgetown	Transwestern Commer	Office	P 12th		5,350	\$30.50/fs
7200 Wisconsin Ave	The Fred Ezra Compai	Office	P 5th	501	5,000-13,042	Y \$32/fs
7475 Wisconsin Ave	TrizecHahn	Retail	P LL	006	2,711	\$25/nnn
7475 Wisconsin Ave	TrizecHahn	Retail	P 1st	100	2,548	\$46/nnn
7600 Wisconsin Ave	Tammell Crow Compz	Office	P 7th		3,000-7,000	Y Negotiable/nr

8602

8604

8606

8608

Select All

Unselect All

Continue

Cancel

FIG. 86

Enter the space requirements that will be emailed to targeted list of brokers.

Type ☒ Office ☐ Industrial ☐ Flex

Total SF  Contiguous on One Floor ☐

Term  Years

Rent \$/SF/Yr

Required By  MM/DD/YYYY

Location(s)

Comments:

Please Respond Back By  MM/DD/YYYY

FIG. 87



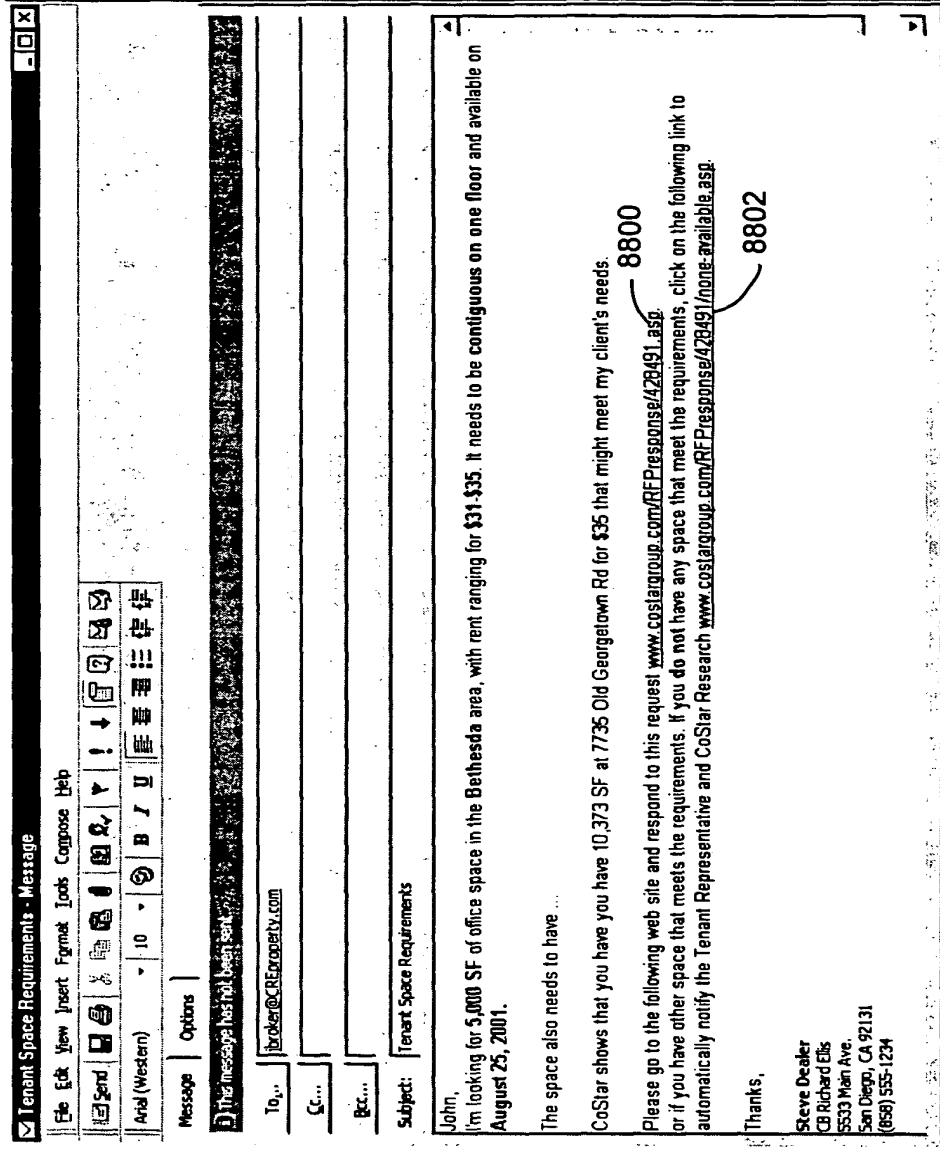


FIG. 88

Welcome to CoStar Group - The Source for Commercial Real Estate Information - Microsoft Internet Explorer


File Edit View Favorites Tools Help

Back Forward Stop Refresh Home

Address

Go

Links



## Space Confirmation

Requested by Steve Dealer of  
CB Richard Ellis for Office Space

Thank you for submitting your available space. Steve will contact you regarding his interest in the space by 6/1/2001.

Your Space Availability

Total SF  ☒ Divisible

Space

Rent \$/SF/Yr \$35.00 ☒ Negotiable

Available

Location

Address

If you have other information regarding the space, please describe below.

Comments:

The space has access to a shared conference room and will provide \$10.00/SF TI if term is 5+ years.

FIG. 89

Click any of the rows in the Transaction Summary table to view the Tour and Proposal details.

### Transaction Summary

Status	Type	SF	Space	Req By	Locations	Responses
Oracle	Office	5,000	One Floor	6/1/01	Bethesda	4 <a href="#">View Details</a>
IBM	Office	10,000	One Floor	9/20/01	Bethesda	2 <a href="#">View Details</a>
SmithTech	Flex	7,000	One Floor	7/1/01	Bethesda	7 <a href="#">View Details</a>
JLS Law	Office	15,000	One Bldg	10/1/01	Bethesda	1 <a href="#">View Details</a>
Mack Truck	Industrial	23,000	One Bldg	6/20/01	Bethesda	3 <a href="#">View Details</a>

### Tour Schedule - 4 locations were scheduled for a tour 5/1/01 starting at 2 Bethesda Metro Ctr.

Tour Order	Broker	Company	Tour Time	Travel Time	Location	Address	<a href="#">View Details</a>
①	Steve Dealer	CB Richard	30 min	15 min	Bethesda	7735 Old Georgetown	<a href="#">View Details</a>
②	Bob Smith	Trammell	30 min	15 min	Bethesda	1234 Wisconsin Ave	<a href="#">View Details</a>
③	Ed Jones	Insignia	60 min	10 min	Bethesda	4559 Norfolk Ave	<a href="#">View Details</a>
④	Paul James	Marcus &	20 min	20 min	Bethesda	98821 Easton Rd	<a href="#">View Details</a>

Tour Start Time: 9:00A.M. Tour End Time: 12:30

### Proposal Stage - 3 requests for a proposal were emailed on 5/15/01

Send Proposal	Broker	Company	SF	Space	Avail By	Location	Address	Proposal Status
<input type="checkbox"/>	Steve Dealer	CB Richard	5,000	One Floor	8/1/01	Bethesda	7735 Old Georgetown	Not Sent
<input checked="" type="checkbox"/>	Bob Smith	Trammell	5,200	One Floor	Vacant	Bethesda	1234 Wisconsin Ave	Negotiate
<input checked="" type="checkbox"/>	Ed Jones	Insignia	6,000	One Floor	7/15/01	Bethesda	4559 Norfolk Ave	Approved
<input checked="" type="checkbox"/>	Paul James	Marcus &	5,550	One Floor	8/1/01	Bethesda	98821 Easton Rd	No Response

Create New Email Blast

Tour Scheduler

Proposals

Cancel

FIG. 90

Enter the terms for which your tenant is interested. Those terms will then be  
Emailed to the Landlord Representative as part of your request

Type ☒ Office ☐ Industrial ☐ Flex

Total SF  Contiguous on One Floor

Term  Years

Rent \$/SF/Yr

Required By  MM/DD/YYYY

Parking

TI's

**Comments:**

My Tenant is motivated to and anxious to move in by June 1, 2001. Please keep  
In mind that Oracle is a great tenant to have in your building and holds the  
Highest of credit ratings.

Please respond by the end of the week. Thanks

Will Response Back By  MM/DD/YYYY

**Send RFP**

**Cancel**

9102

FIG. 91

☒ 405 Bethesda Ave, Bethesda MD - Message (Rich Text)

File Edit View Insert Format Tools Actions Help

☐ Send

☐ Print

☐ Copy

☐ Paste

☐ Undo

☐ Redo

☐ Bold

☐ Italic

☐ Underline

☐ Bulleted List

☐ Numbered List

☐ Indent

☐ Outdent

☐ Link

☐ Unlink

☐ Send

☐ Send

To: landlord@owner.com

Cc:

Bcc:

Subject: 405 Bethesda Ave, Bethesda MD

Thanks again for the tour of 405 Bethesda Ave, Bethesda MD. My client is quite interested in reviewing a proposal on your building for 5500 sf of office space at \$32/sf/yr. My tenant is interested in a term of 5 years and will need parking for 22 automobiles.

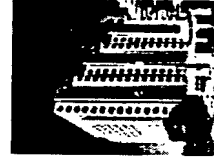
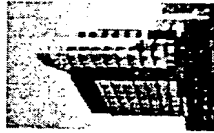
If you are interested in submitting a proposal, please click on the following link and fill out the standard proposal that does allow for customization, [www.enterprise/standard\\_proposal.com](http://www.enterprise/standard_proposal.com).

Thanks very much and we look forward to working with you.

Steve Dealer  
 CB Richard Ellis  
 5533 Main Ave.  
 San Diego, CA 92131  
 (858) 555-1234

FIG. 92

# Oracle Proposal Comparison



7475 Wisconsin Ave  
Bethesda, MD

3 Bethesda Metro  
Bethesda, MD

2 Bethesda Metro  
Bethesda, MD

SF Available	5300	6000	5500
Floor / Suite	1030	300	1500
Occupancy	Vacant	July 1, 2001	June 1, 2001
Rent/SF/Year	\$32.50 Full Service	\$30.00 Full Service	\$33.00 Full Service
Escalation	2.75% per year	2.25% per year	2.00%
Term	5 Years	3 Years	5 Years
Renewal Option	Yes	Yes	Yes
Parking Ratio	4.5/1000	5/1000	4/1000
Parking Fee	\$75 per month	\$100 per month	\$85 per month
Tenant Improvements	\$15.50 per SF	\$18.00 per SF	\$22.00 per SF
Additional Storage	500 SF	No	1000 SF
Comments:			

Respond

Respond

Respond

9302

FIG. 93

# Oracle Financial Comparison



7475 Wisconsin Ave  
Bethesda, MD

3 Bethesda Metro  
Bethesda, MD

2 Bethesda Metro  
Bethesda, MD

	Total Value	\$/SF	Total Value	\$/SF	Total Value	\$/SF
Gross Aggr Lease Value	\$ 861,250.00	\$ 32.50	\$ 900,000.00	\$ 30.00	\$ 907,500.00	\$ 33.00
Year 1	\$ 172,250.00	\$ 32.50	\$ 180,000.00	\$ 30.00	\$ 181,500.00	\$ 33.00
Year 2	\$ 176,986.88	\$ 33.39	\$ 184,050.00	\$ 30.68	\$ 185,130.00	\$ 33.66
Year 3	\$ 181,854.01	\$ 34.31	\$ 188,191.13	\$ 31.37	\$ 188,832.60	\$ 34.33
Year 4	\$ 186,855.00	\$ 35.26	\$ 192,425.43	\$ 32.07	\$ 192,609.25	\$ 35.02
Year 5	\$ 191,993.51	\$ 36.23	\$ 196,755.00	\$ 32.79	\$ 196,461.44	\$ 35.72

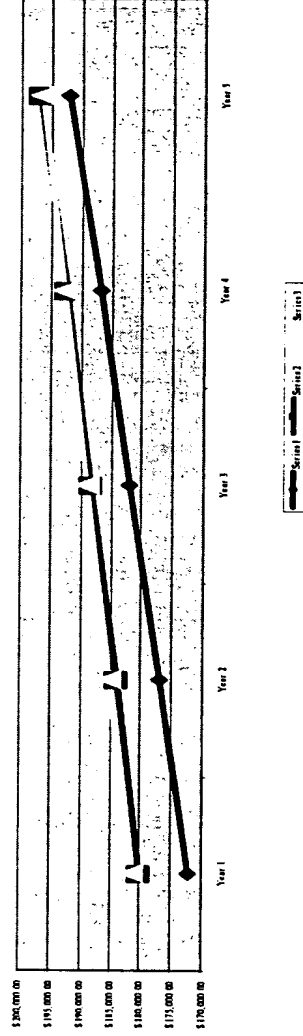
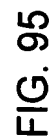


FIG. 94





Below is a proposed tour to look at office space for the following requirements.  
Please enter start time and location to aid in tour schedule



Total SF 5,000  
Contiguous On One Floor  
Rent \$32.00  
Need By 6/1/01  
Tour Date 4/15/01  
Start Time 9:00am  
Starting Address 1101 Wisconsin Ave  
City, State, Zip Bethesda

9604

Tour Schedule - Input Tour Order, Time at ea. location and tool will approximate Travel Time between locations.

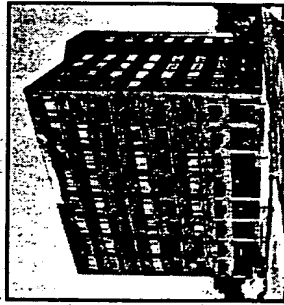
Tour Order	Broker	Company	Tour Time	Travel Time	Location	Address
1	Steve Dealer	CB Richard	30 min	15 min	Bethesda	7735 Old Georgetown
2	Bob Smith	Trammell	30 min	15 min	Bethesda	1234 Wisconsin Ave
3	Ed Jones	Insignia	60 min	10 min	Bethesda	4559 Norfolk Ave
4	Paul James	Marcus &	20 min	20 min	Bethesda	98821 Fairfax Rd

Tour Site 1 Next

9616

7735 Old Georgetown Rd  
Bethesda, MD 20814

9612



Total SF 5,000  
Contiguous On One Floor Available 8/1/01

Comments:  
There are additional amenitie that will be available to the tenant...

Print Map/Directions

9618

Preview Tour

Save Tour

Send to Tenant

9620

Cancel

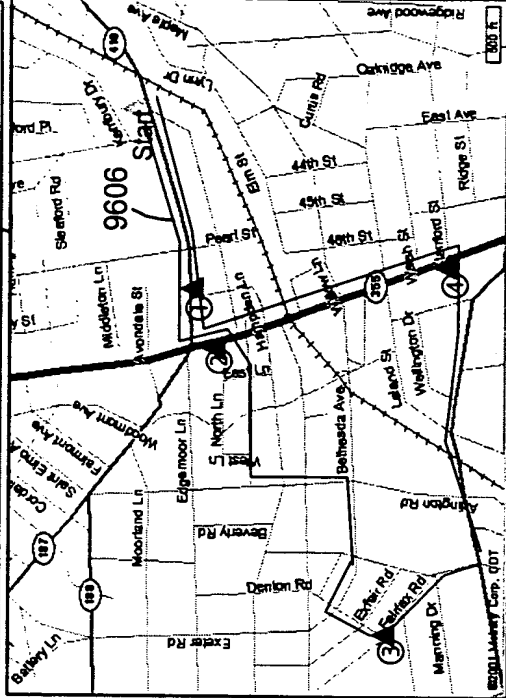


FIG.

96

<b>✓ Tour Schedule - Message</b>	
File Edit View Insert Format Tools Compose Help	
Send [Icons]	[Icons]
Arial (Western) 10 B I U	[Icons]
<b>Message Options</b>	
To..	lttenant@myoffice.com
Cc...	
Bcc...	
Subject:	Tour Schedule
<p>Tom,</p> <p>I have a tentative schedule for touring office space on Friday, June 1 starting at 9:00 A.M. Please review the schedule and let me know if it works for you. Click on the following link to see the details and tour map <a href="http://www.costargroup.com/5698/tour.asp">www.costargroup.com/5698/tour.asp</a>.</p> <p style="text-align: right;">Steve Dealer CB Richard Ellis 5533 Main Ave. San Diego, CA 92131 (658) 555-1234</p> <p style="text-align: right;">9700</p>	

**FIG. 97**

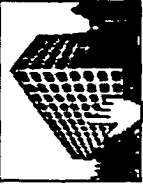



# ORACLE<sup>®</sup> Space Tour

**CB Richard Ellis**  
NAVIGATING A NEW WORLD<sup>™</sup>  
prepared by Steve Dealer

Tom,  
Let's meet at my office at 9am on Friday April 15<sup>th</sup>. For your convenience, you will find the buildings that we are going to see listed below. For more information, click on the building image and you will see additional information along w/ floor plans and lobby shots. You can also click on the Map It button to the left to plot all the building locations. I look forward to seeing you this Friday and please feel free to send this link along to any other party in your organization that might be interested in looking at the subject properties.

9802 ✓

**Survey Criteria:**  
Bethesda/Chevy Chase  
5,000-10,000sf avail  
June 1, 2001 Occupancy  
\$31-\$35 per square foot  
**Map It!**  
Show all properties on a map.

Sort by:	Annual Rent	Space Available	Tour Time	Tour Location	Proposal Status
	Building Type: Office Annual Rent: \$29.00 Comments: The tenant will also have access to the following building amenities:	Space Available: 15,500 Space Config: : On One Floor Tour: 9:30 6/15/01	Location: 3492 Pender Dr.	City: Fairfax, VA	
	Building Type: Office Annual Rent: \$31.00 Comments: This building is centrally located to mass transit and freeway access.	Space Available: 14,000 Space Config: : On One Floor Tour: 9:30 6/15/01	Location: 2557 Ellington Dr.	City: Fairfax, VA	
	Building Type: Office Annual Rent: \$32.00 Comments: If the tenant commits to 4+ years, the TI will be \$X/SF	Space Available: 14,700 Space Config: : On One Floor Tour: 10:00 6/15/01	Location: 987 Random Hills Rd	City: Fairfax, VA	
	Building Type: Office Annual Rent: \$30.00 Comments: Several other negotiation points will need to be discussed in person.	Space Available: 15,200 Space Config: : On One Floor Tour: 10:30 6/15/01	Location: 3492 Ridgetop Rd.	City: Fairfax, VA	

9800 ✓

FIG. 98

# ORACLE<sup>®</sup> Space Tour

**CB Richard Ellis**  
NAVIGATING A NEW WORLD<sup>™</sup>  
**prepared by Steve Dealer**

View All Properties For Lease | Email Property Information

## 85 Enterprise

Bldg C • Aliso Viejo, CA 92656  
 Neighborhood: Laguna County: Orange

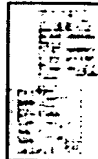
**Previous Property** | **Next Property** | **For more information contact:**  
 John Griffin 949-851-5100  
 Max Wang 949-851-5100



Property



Locational Map



Typical Floor Plan



Map This Property

### Property Description

Building Type:	Office	Space Available:	53,620 SF
Building Class:	Premiere	Annual Rent:	\$28.20/SF
Building Size:	114,148 SF	Typical Floor Size:	28,500 SF
Year Built:	2000	% Leased:	100%
Stories:	4	Elevators:	2
Parking:	Free Covered Parking at a ratio of 4 per 1,000 sf available, Free Surface Parking at a ratio of 4 per 1,000 sf available		
Amenities:	Conferencing Facility, Courtyard, Day Care, Exercise Facilities, High-Speed Internet, Banking, Golf Course, Hotel, Restaurant		

Available Space			
Floor	Space Available	Occupancy	Lease Length
View 1st floor	53,620 SF	Vacant	3 - 5 years Sublet
			Office
			Annual Rent
			\$28.20/SF/Full Service

Major Tenants			
Tenant	Floor(s)	Industry	Occupancy
buy.com	1,2		50%
Kyowa Hakko, USA	4	Manufacturing	1%
HR Link Group, Inc	4P		

FIG. 99

9900

Go to:	Active Deals	Mg Listings	Mg Calendar	Proposals	Mg Pipeline																																							
<p><b>Go to:</b> Tuesday, May 22, 2001</p> <p><b>New Plan for New Plan Excel</b>  <i>by Mark Hochstetler</i>  <b>New Plan Excel Realty Trust:</b>          Inc. agreed to sell its 53 garden apartment communities to Heitman-Parsons Realty LLC and C.L. Haragopolis Corp.  <i>See below...</i></p> <p><b>Denholz Cheers on Banyan Acquisition</b>  <i>by Mark Hochstetler</i>  <b>Denholz:</b> Associates acquired a national office and Per-industrial real estate portfolio from Banyan Strategic Realty Trust for \$166.25 million or about 167,000 sq ft</p> <p><b>BroadBand Office Latest to Pull the Plug</b>  <i>by Tom Traylor</i>  <b>Much-hyped tier-one Perkins-backed venture includes</b> nation's top PEITs as investors</p> <p><b>BBO</b>  <i>Broadband Office</i>          Go to full story...</p>																																												
<p><b>Space Alerts</b>  <b>Survey Name</b>          Oracle Survey          IBM Survey          Cisco Survey          Sun Survey</p> <p><b>New Space Confirmations</b>          Summer, Vacation Law Firm          AAMCO          Hershey          Joe Start Up.com</p> <p><b>New Listings</b>          2          1          4          3</p> <p><b>New Confirmations</b>          1          3          2          4</p>																																												
<p><b>Market Trends: Washington, DC</b></p> <p>WASH DC OFFICE 1ST QUARTER 2001</p> <p>Washington Office Market Indicators - 1st Quarter 2001</p> <table> <tr> <th></th><th>1Q 01</th><th>1st Quarter 2000</th></tr> <tr> <td>Leaseable Space</td><td>↑ Vacant, returned to 5.4% by quarter</td><td>↓ Vacant, decreased to 6.7% by quarter</td></tr> <tr> <td>New Construction</td><td>↑ There are currently 9,344,311 sq ft under construction.</td><td>↑ There are currently 13,142,310 sq ft under construction.</td></tr> <tr> <td>Net Absorption</td><td>↑ Net absorption increased 6,275,631 sq ft over the last 12 months.</td><td>↑ Net absorption increased 5,195,311 sq ft over the last 12 months.</td></tr> <tr> <td>Quoted Rates</td><td>↓ Average quoted office rate on January 15, 2001</td><td>↑ Average quoted office rate on January 15, 2000</td></tr> </table> <p>Washington 1st Quarter 2001 Figures at a Glance</p> <table> <tr> <th></th><th>1Q 01</th><th>1st Quarter 2000</th></tr> <tr> <td>No. Bldgs</td><td>1,567</td><td>1,451</td></tr> <tr> <td>Existing Space SF</td><td>116.0</td><td>222.2</td></tr> <tr> <td>Market %</td><td>22%</td><td>41%</td></tr> <tr> <td>Rent per SF</td><td>6.3</td><td>13.2</td></tr> <tr> <td> vacancy Rate</td><td>5.9%</td><td>6.3%</td></tr> <tr> <td>Under Construction SF</td><td>5.34</td><td>13.14</td></tr> <tr> <td>Under Construction Rate</td><td>46.5%</td><td>57.0%</td></tr> </table>							1Q 01	1st Quarter 2000	Leaseable Space	↑ Vacant, returned to 5.4% by quarter	↓ Vacant, decreased to 6.7% by quarter	New Construction	↑ There are currently 9,344,311 sq ft under construction.	↑ There are currently 13,142,310 sq ft under construction.	Net Absorption	↑ Net absorption increased 6,275,631 sq ft over the last 12 months.	↑ Net absorption increased 5,195,311 sq ft over the last 12 months.	Quoted Rates	↓ Average quoted office rate on January 15, 2001	↑ Average quoted office rate on January 15, 2000		1Q 01	1st Quarter 2000	No. Bldgs	1,567	1,451	Existing Space SF	116.0	222.2	Market %	22%	41%	Rent per SF	6.3	13.2	vacancy Rate	5.9%	6.3%	Under Construction SF	5.34	13.14	Under Construction Rate	46.5%	57.0%
	1Q 01	1st Quarter 2000																																										
Leaseable Space	↑ Vacant, returned to 5.4% by quarter	↓ Vacant, decreased to 6.7% by quarter																																										
New Construction	↑ There are currently 9,344,311 sq ft under construction.	↑ There are currently 13,142,310 sq ft under construction.																																										
Net Absorption	↑ Net absorption increased 6,275,631 sq ft over the last 12 months.	↑ Net absorption increased 5,195,311 sq ft over the last 12 months.																																										
Quoted Rates	↓ Average quoted office rate on January 15, 2001	↑ Average quoted office rate on January 15, 2000																																										
	1Q 01	1st Quarter 2000																																										
No. Bldgs	1,567	1,451																																										
Existing Space SF	116.0	222.2																																										
Market %	22%	41%																																										
Rent per SF	6.3	13.2																																										
vacancy Rate	5.9%	6.3%																																										
Under Construction SF	5.34	13.14																																										
Under Construction Rate	46.5%	57.0%																																										

FIG. 100

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/express.htm Go Links

John Stanfill - CoStar Group, Inc.

**CoStar PROPERTY**

home page  
**1 express**  
 2 location  
 3 advanced  
 get results  
 top property  
 my surveys  
 help  
 feedback

**step 1 express**

**ACME**

**property criteria**

Type:	Status:
All Office	Existing
Office-Class A	Under Construction
Office-Class B	Under Renovation
Office-Class C	Proposed
Industrial	Demolished
Flex	
Retail	

RBA (SF): \_\_\_\_\_ to \_\_\_\_\_

Typ Floor (SF): \_\_\_\_\_ to \_\_\_\_\_

Stones: \_\_\_\_\_ to \_\_\_\_\_

Yr Blt/Renov: \_\_\_\_\_ to \_\_\_\_\_

For Sale Price: \_\_\_\_\_ to \_\_\_\_\_

Price/SF: \_\_\_\_\_ to \_\_\_\_\_

☐ For Sale ☐ Exclude For Sale Only

Last Sold: \_\_\_\_\_ to \_\_\_\_\_

Last Sold/SF: \_\_\_\_\_ to \_\_\_\_\_

Last Sold Date: \_\_\_\_\_ to \_\_\_\_\_

**space criteria**

Available Space (SF): \_\_\_\_\_ to \_\_\_\_\_

☐ Total in Building ☐ Excl Div Spaces

☐ Total in Listing ☐ Full Floors Only

☐ Contig in Building ☐ Executive Suites

☐ Contig on 1 Floor ☐ Excl Pending Leases

☐ In One Suite

Space Type: \_\_\_\_\_

Space Use: \_\_\_\_\_

Face Rent (\$/SF/yr): \_\_\_\_\_ to \_\_\_\_\_

☐ Include Negotiable Rent

Floor: \_\_\_\_\_ to \_\_\_\_\_

Days on Market: \_\_\_\_\_ to \_\_\_\_\_

Months to Delivery: \_\_\_\_\_ to \_\_\_\_\_

Done Internet

Start Inbox - Microsoft Outlook CoStar Property Quer Document 1 - Microsoft ... 10:57 AM

FIG. 101

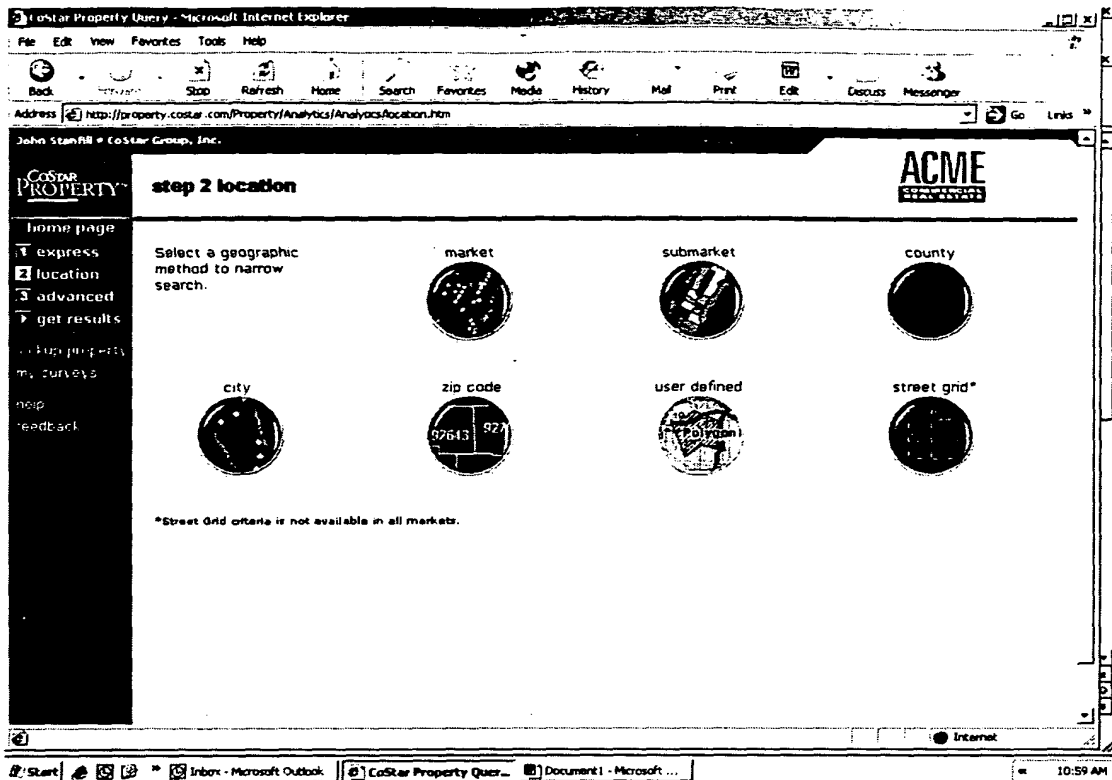


FIG. 102

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/advanced\_space.htm

John Stanfill - CoStar Group, Inc.

**CoSTAR PROPERTY** **step 3 advanced** **ACME**

home page  
1 express  
2 location  
3 advanced  
get results  
top property  
my surveys  
help  
feedback

Space	Building	Industrial	Company
Available Space (SF): <input type="text"/> to <input type="text"/>		Space Type: <input type="checkbox"/> New <input type="checkbox"/> Relet <input type="checkbox"/> Sublet	Space Use: <input type="checkbox"/> Office <input type="checkbox"/> Retail <input type="checkbox"/> Flex
<input type="checkbox"/> Total in Building <input type="checkbox"/> Total in Listing <input type="checkbox"/> Contig in Building <input type="checkbox"/> Contig on 1 Floor <input type="checkbox"/> In One Suite	<input type="checkbox"/> Excl Div Spaces <input type="checkbox"/> Full Floors Only <input type="checkbox"/> Executive Suites <input type="checkbox"/> Exclude Pending Spaces	Face Rent (\$/SF/yr): <input type="text"/> to <input type="text"/> Total Monthly Rent: <input type="text"/> to <input type="text"/> <input type="checkbox"/> Include Negotiable Rent	
Space Notes Key Word Search: <input type="text"/> <input type="text"/> <input type="text"/>		Services: <input type="checkbox"/> Full Service <input type="checkbox"/> Triple Net <input type="checkbox"/> Double Net <input type="checkbox"/> Industrial Gross <input type="checkbox"/> Modified Gross <input type="checkbox"/> Plus Cleaning	
<input type="checkbox"/> Match at least one Key Word <input checked="" type="checkbox"/> Match all Key Words		Floor: <input type="text"/> to <input type="text"/> Days on Market: <input type="text"/> to <input type="text"/> Months to Delivery: <input type="text"/> to <input type="text"/> Term in Years: <input type="text"/> to <input type="text"/> Leases Pending (SF): <input type="text"/> to <input type="text"/>	
Listing Company: <input type="text"/> and affiliated offices <input type="text"/> <input type="button" value="Lookup"/> First Name Last Name			

Start Inbox - Microsoft Outlook CoStar Property Quer... Document1 - Microsoft ... 11:00 AM

FIG. 103



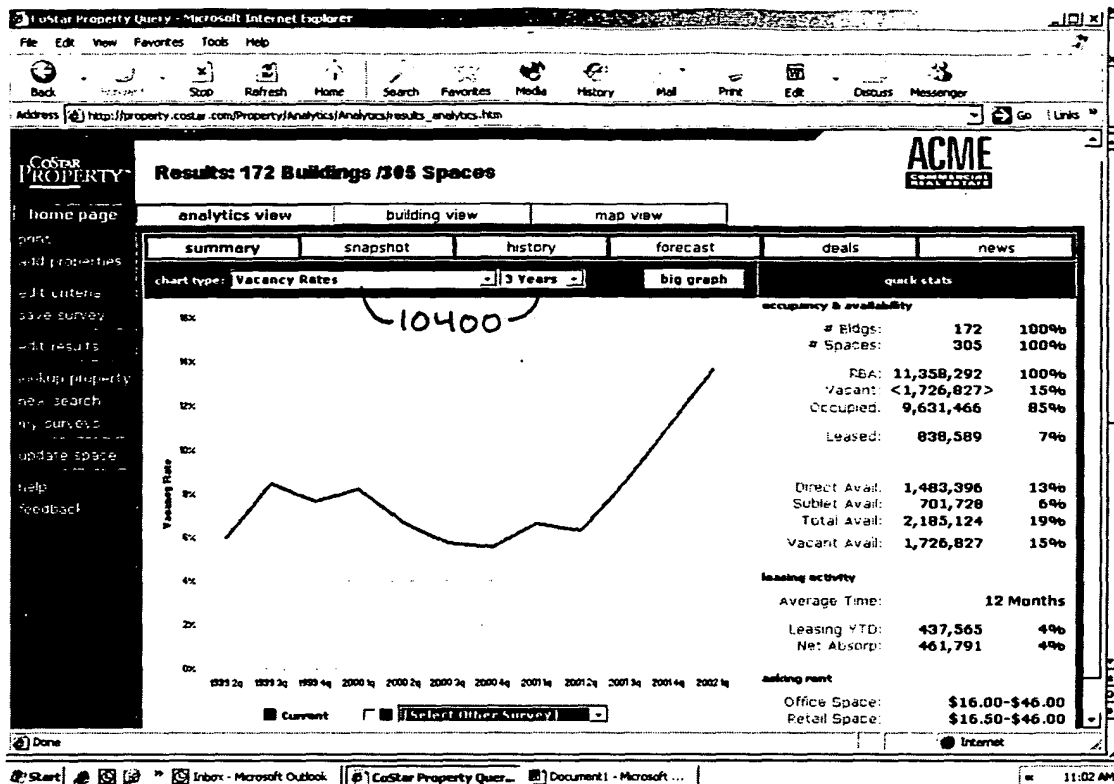


FIG. 104

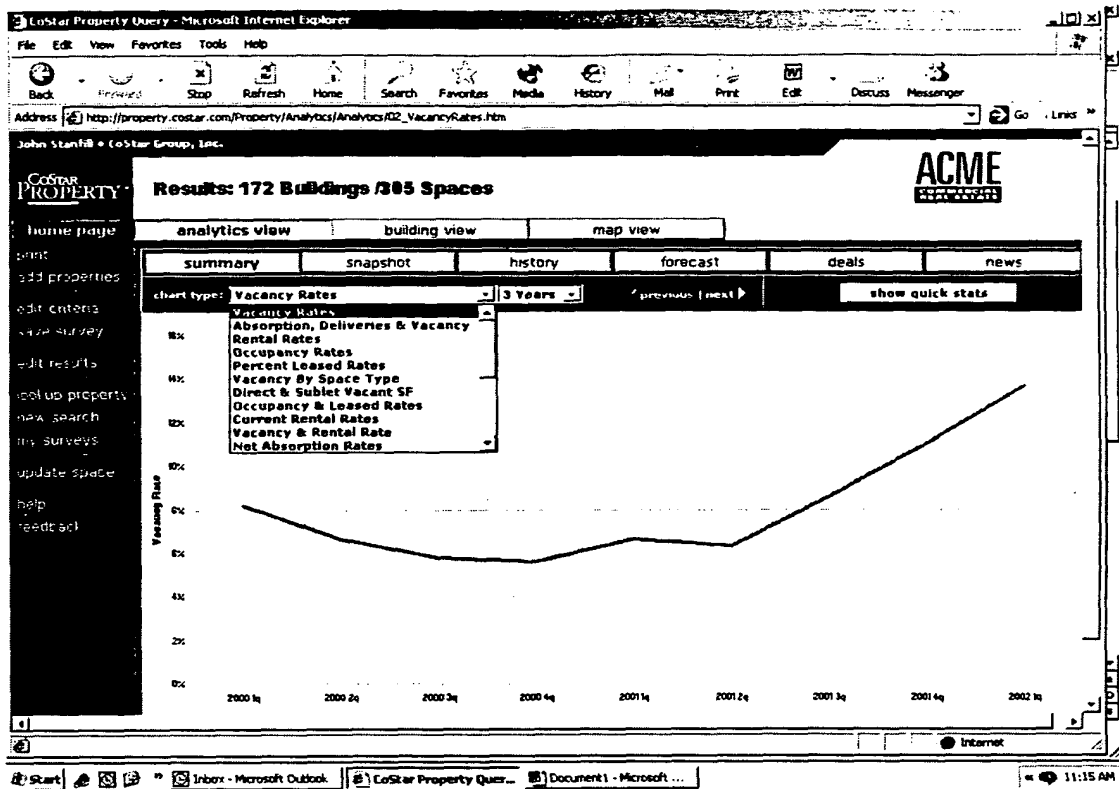


FIG. 105

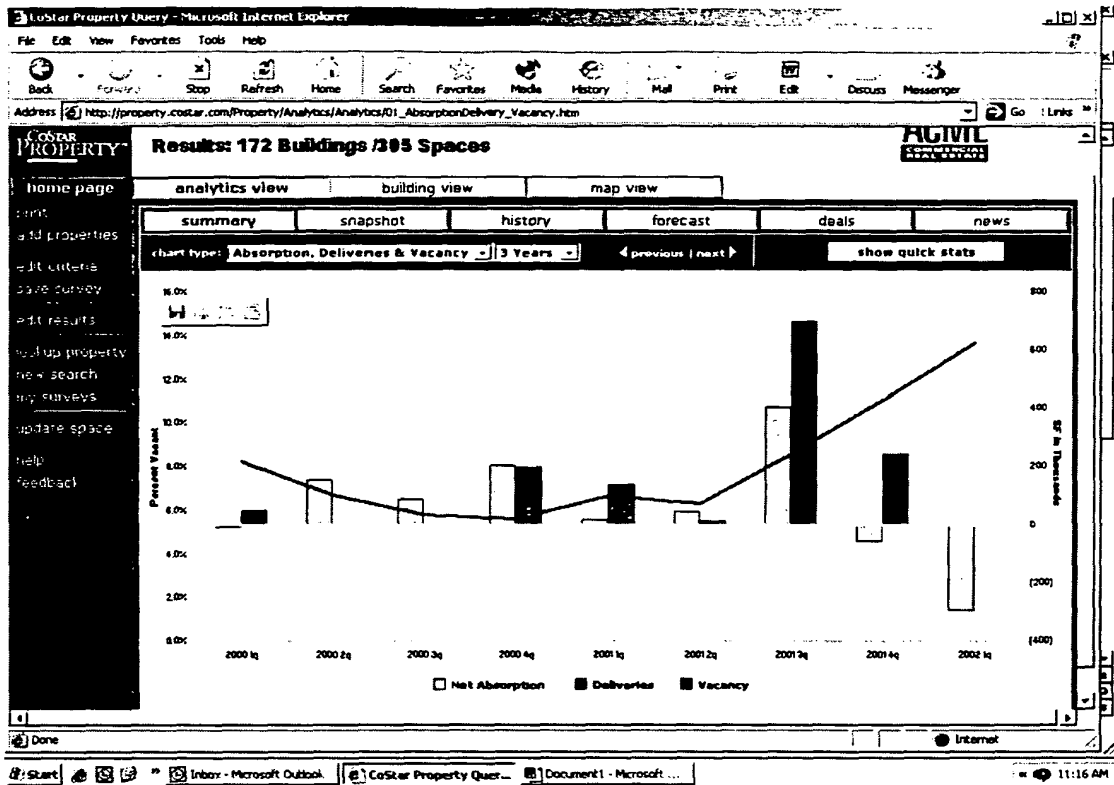


FIG. 106

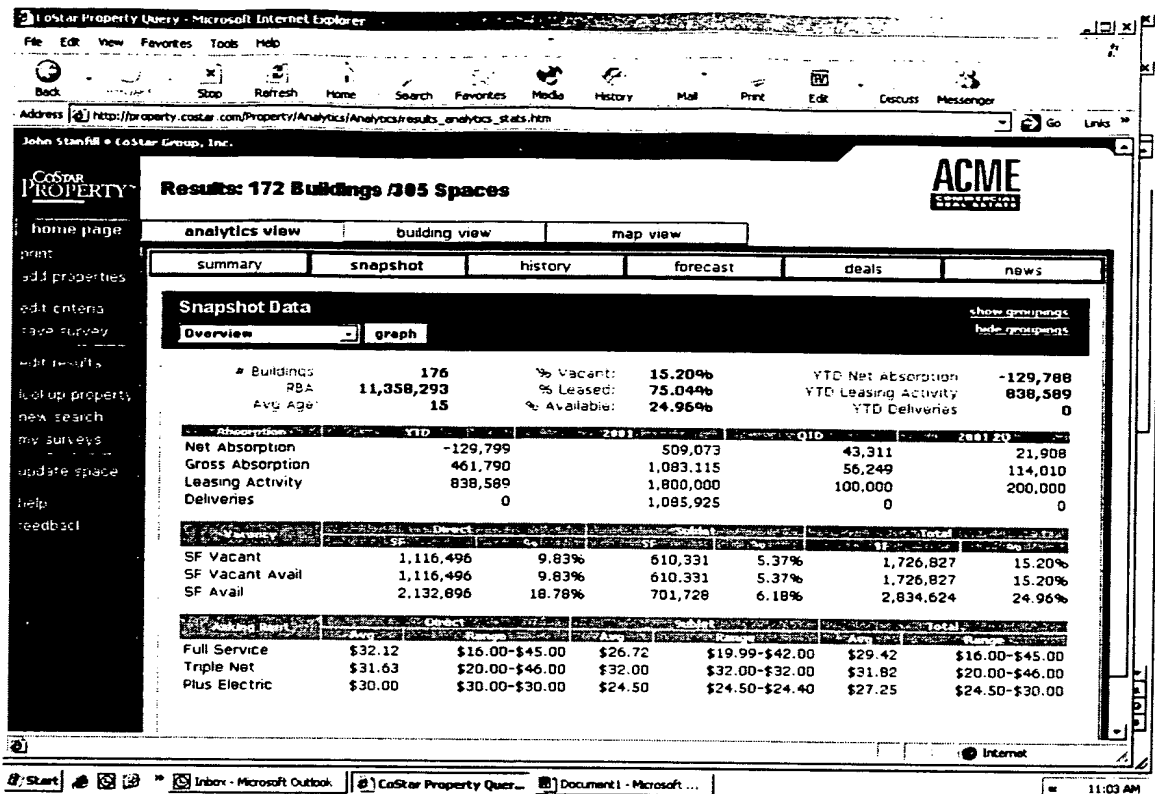


FIG. 107

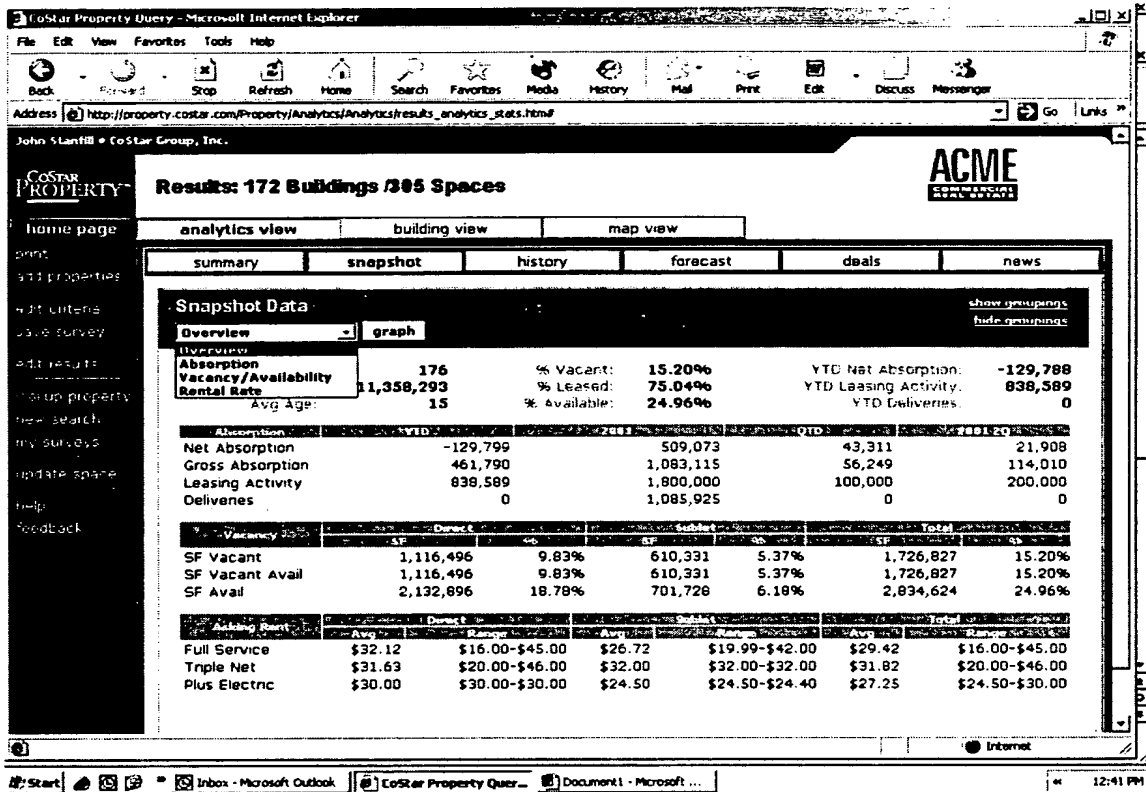


FIG. 10B

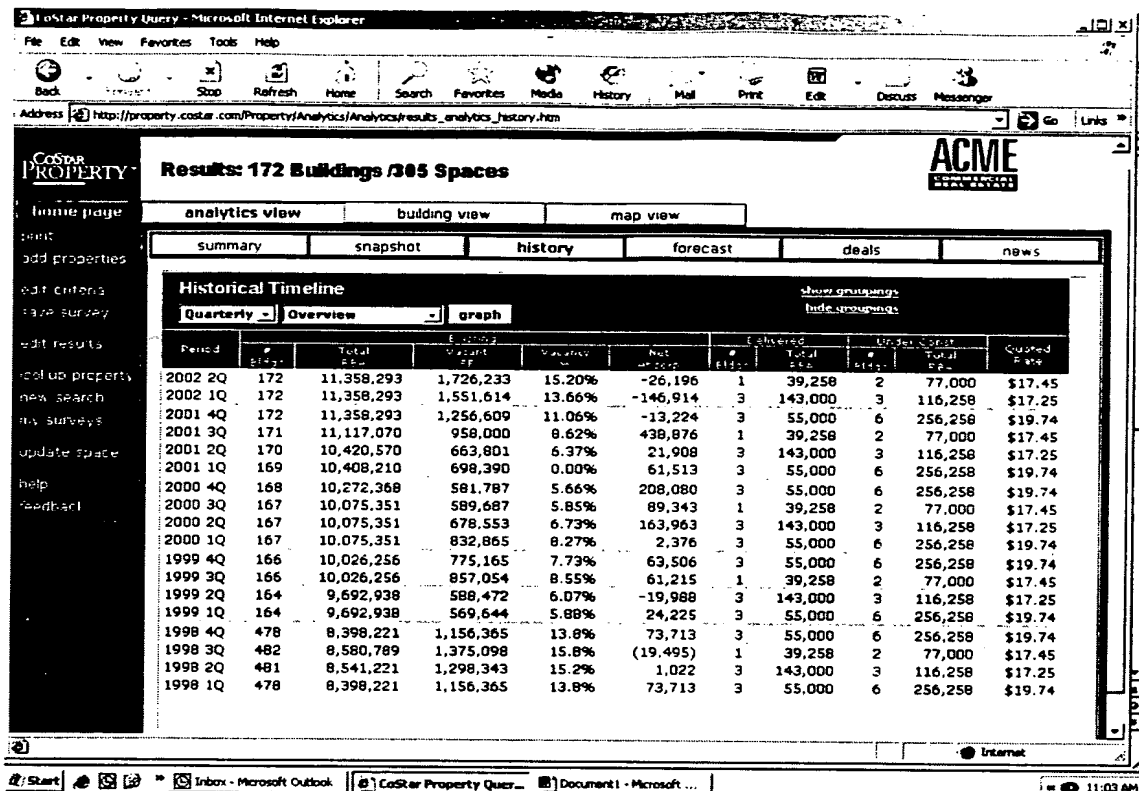


FIG. 109

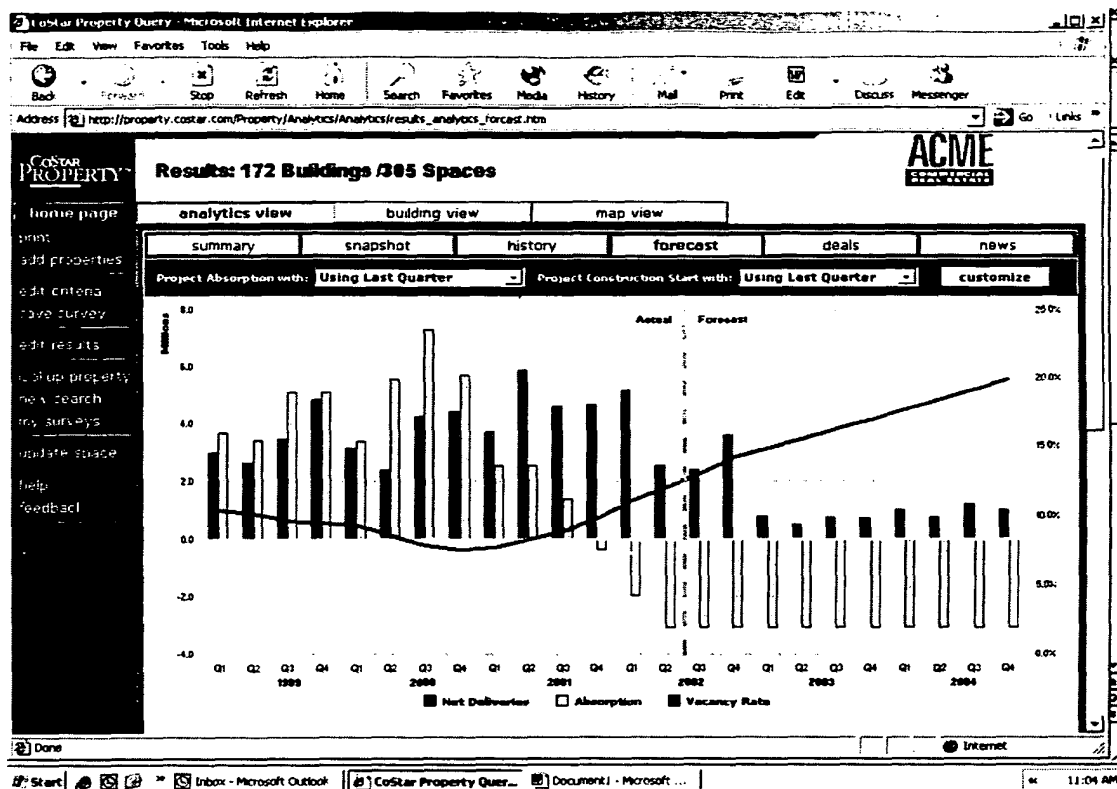


FIG. 110

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/results\_analytics\_forecast.htm Go Links

Year	Quarter	End Date	Q/C Ratio	Position vs Delivery	Top U/ Delivered	Colony 2 Average Delivered	Total Deliverings	Ratio Delivered	Revenue	EBDA	EBDA Ratio	EBDA Margin
1998	Q1	30.02				440,000	440,000	440,000	400,000	80,000,000	8,000,000	10%
	Q2	30.02				440,000	440,000	440,000	400,000	80,440,000	8,040,000	10%
	Q3	30.02				440,000	440,000	440,000	400,000	80,880,000	8,080,000	10%
	Q4	30.02				440,000	440,000	440,000	400,000	81,320,000	8,120,000	10%
1999	Q1	30.02				440,000	440,000	440,000	400,000	81,760,000	8,160,000	10%
	Q2	30.02				440,000	278,000	660,000	660,000	82,038,000	7,778,000	9%
	Q3	30.02				413,000	440,000	440,000	617,000	82,478,000	7,601,000	9%
	Q4	30.02				416,857	440,000	440,000	559,000	82,918,000	7,482,000	9%
2000	Q1	30.02				419,750	440,000	440,000	400,000	83,358,000	7,522,000	9%
	Q2	30.02				419,750	393,000	293,000	525,000	83,791,000	7,380,000	9%
	Q3	30.02				413,875	440,000	440,000	468,000	84,191,000	7,352,000	9%
	Q4	30.02				413,875	440,000	440,000	457,000	84,631,000	7,335,000	9%
2001	Q1	30.02				413,875	440,000	440,000	476,000	85,071,000	7,299,000	9%
	Q2	30.02				413,875	220,000	220,000	331,000	85,291,000	7,188,000	8%
	Q3	30.02				406,625	500,000	500,000	400,000	85,791,000	7,288,000	8%
	Q4	30.02				414,125	440,000	440,000	400,000	86,231,000	7,328,000	8%
2002	Q1	30.02				414,125	440,000	440,000	202,000	86,671,000	7,366,000	9%
	Q2	30.02				414,125	440,000	440,000	(350,000)	87,111,000	8,356,000	10%
	Q3	30.02	300,000			420,888	300,000	300,000	(167,888)	87,611,000	8,853,000	10%
	Q4	30.02	125,000			427,500	125,000	125,000	(240,000)	87,730,000	8,410,000	11%
2003	Q1	30.02	669,000			389,125	669,000	669,000	(67,888)	88,405,000	10,174,000	12%
	Q2	30.02	75,000			416,750	75,000	75,000	318,000	88,488,000	9,821,000	11%
	Q3	30.02	440,000	50,000		398,625	450,000	450,000	312,000	88,510,000	10,665,000	11%
	Q4	30.02	110,000	50,000		382,375	160,000	160,000	185,000	88,690,000	10,940,000	11%
2004	Q1	30.02	-	200,000		357,375	200,000	200,000	277,000	89,200,000	9,969,000	11%
	Q2	30.02	-	200,000		327,375	200,000	200,000	267,000	89,400,000	9,882,000	11%
	Q3	30.02	-	200,000		297,375	200,000	200,000	310,000	89,500,000	9,786,000	11%
	Q4	30.02	-	200,000		258,875	200,000	200,000	382,000	89,500,000	9,682,000	11%
3 Yr Avg		30.02										

Done Internet

Start Inbox - Microsoft Outlook CoStar Property Quer... Document1 - Microsoft ... 11:04 AM

FIG. 111



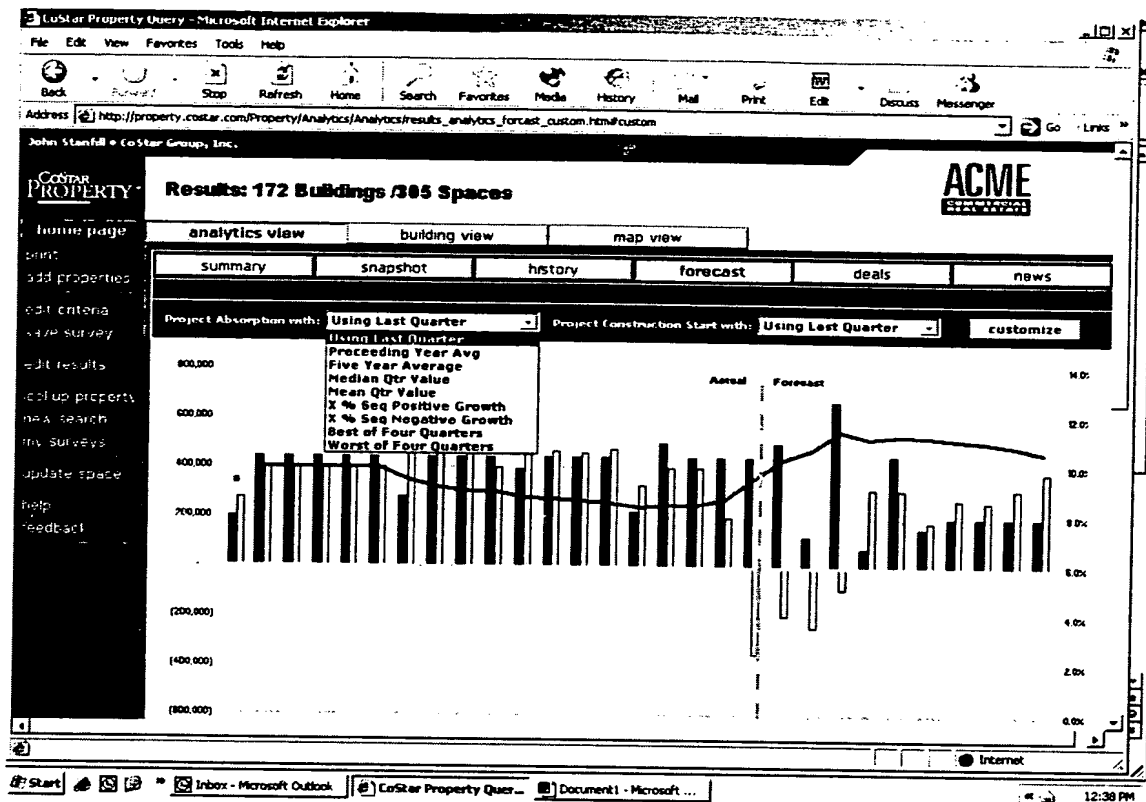


FIG. 112

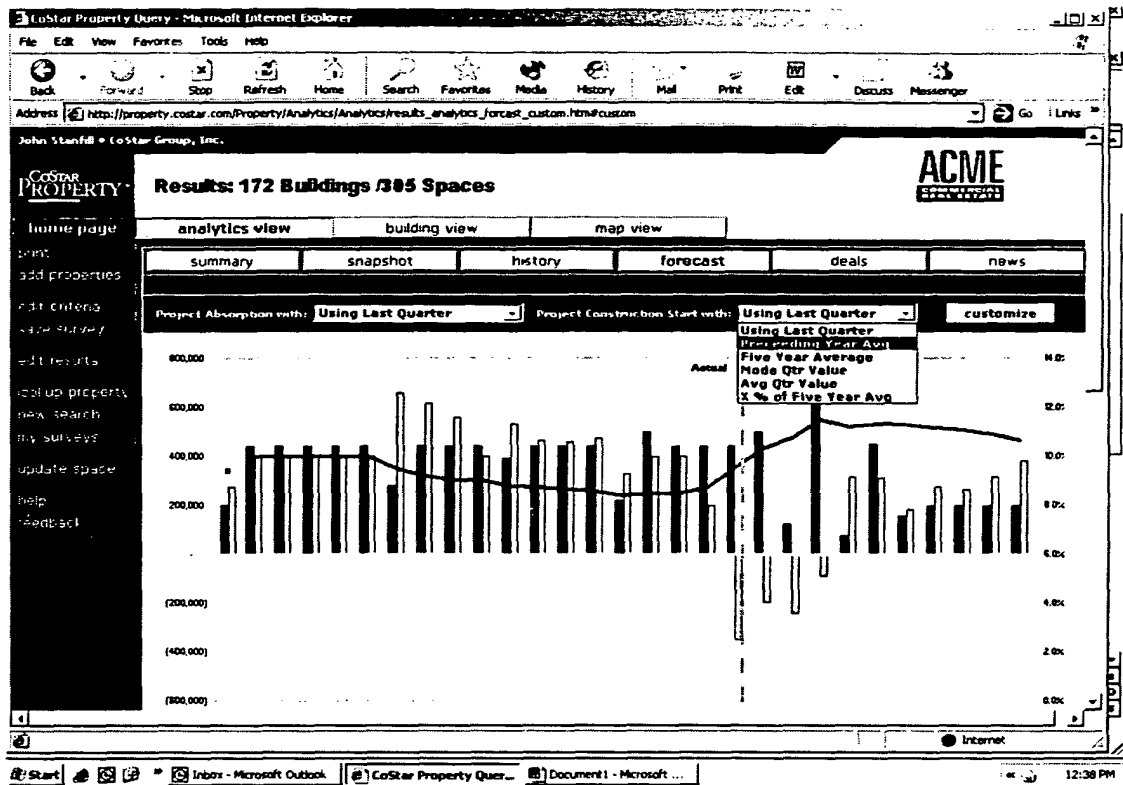


FIG. 113

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/results\_analytics\_deals.htm

**CoStar PROPERTY**

**Results: 172 Buildings /305 Spaces**

home page analytics view building view map view

print add properties edit criteria edit results lock up property new search new surveys update space help feedback

summary	snapshot	history	forecast	deals	news
address...	sf leased	sign date			
6931 Arlington Rd	2,139	7/1/2002	<b>6931 Arlington Rd</b> <b>Bradley &amp; Arlington Office Complex</b> Montgomery County Bethesda/Chevy Chase Submarket Bethesda, MD 20814  Tenant: - SF Leased: <b>2,139</b> Sign Date: <b>7/1/2002</b> Move Date: <b>7/31/2002</b> Exp Date: <b>8/31/2007</b>  Rent Paid: <b>\$25.00 (est)</b> Space Use/Type: <b>Office/Direct</b> Maining Suite: Floors: <b>4</b> Landlord Reps: <b>Scheer Partners, Inc.</b> brokers: <b>Joyl McAndrew (301) 770-8267</b>  Tenant Reps: -		
6931 Arlington Rd	1,511	10/3/2001			
6931 Arlington Rd	2,300	11/2/2000			
6931 Arlington Rd	1,000	5/30/1997			
6931 Arlington Rd	11,354	9/10/1996			
6931 Arlington Rd	1,682	8/11/1996			
6931 Arlington Rd	6,349	1/7/1994			
6931 Arlington Rd	18,982	11/3/1992			
4710 Bethesda Ave	2,100	10/19/1999			
4733 Bethesda Ave	6,014	10/9/2001			
4733 Bethesda Ave	34,849	2/1/2001			
4733 Bethesda Ave	1,980	7/25/2000			
4733 Bethesda Ave	1,980	12/6/1999			
4733 Bethesda Ave	11,889	12/1/1999			
4733 Bethesda Ave	60,041	10/29/1999			
4733 Bethesda Ave	6,271	5/28/1999			
4733 Bethesda Ave	38,544	12/17/1998			
4733 Bethesda Ave	2,709	5/5/1998			
2 Bethesda Metro Ctr	1,980	12/5/2001			
2 Bethesda Metro Ctr	6,000	12/5/2001			

Internet

Start Inbox - Microsoft Outlook CoStar Property Quer... Document1 - Microsoft ... 11:08 AM

FIG. 114

CoStar Property Query - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://property.costar.com/Property/Analytics/Analytics/results\_analytics\_news.htm

Results: 172 Buildings /365 Spaces

ACME

home page analytics view building view map view

print add properties edit criteria save survey edit results lock/un property new search my surveys update space help feedback

summary	snapshot	history	forecast	deals	news																																						
<table border="1"> <thead> <tr> <th>address</th> <th>story</th> </tr> </thead> <tbody> <tr> <td>7830 Old Georgetown Road</td> <td><a href="#">Allwin Bldg. Sells in Bethes</a></td> </tr> <tr> <td>2439 Woodmont Ave</td> <td><a href="#">\$10 Million Smackers</a></td> </tr> <tr> <td>6905 Rockledge Drive</td> <td><a href="#">Winchester's at Democracy</a></td> </tr> <tr> <td>5001 Nicholson Lane</td> <td><a href="#">Wendy's Is Coming to Nich</a></td> </tr> <tr> <td>7272 Wisconsin Ave</td> <td><a href="#">Moving Up at The Apex</a></td> </tr> <tr> <td>7316 Wisconsin Ave</td> <td><a href="#">Mall2000 Expands in Bethe</a></td> </tr> <tr> <td>4416 East-West Hwy</td> <td><a href="#">Legal Expansion in Bethes</a></td> </tr> <tr> <td>2 Bethesda Metro Center</td> <td><a href="#">Informax's Discovery</a></td> </tr> <tr> <td>7830 Old Georgetown Road</td> <td><a href="#">Allwin Bldg. Sells in Bethes</a></td> </tr> <tr> <td>2439 Woodmont Ave</td> <td><a href="#">\$10 Million Smackers</a></td> </tr> <tr> <td>6905 Rockledge Drive</td> <td><a href="#">Winchester's at Democracy</a></td> </tr> <tr> <td>5001 Nicholson Lane</td> <td><a href="#">Wendy's Is Coming to Nich</a></td> </tr> <tr> <td>7272 Wisconsin Ave</td> <td><a href="#">Moving Up at The Apex</a></td> </tr> <tr> <td>7316 Wisconsin Ave</td> <td><a href="#">Mall2000 Expands in Bethe</a></td> </tr> <tr> <td>4416 East-West Hwy</td> <td><a href="#">Legal Expansion in Bethes</a></td> </tr> <tr> <td>2 Bethesda Metro Center</td> <td><a href="#">Informax's Discovery</a></td> </tr> <tr> <td>7830 Old Georgetown Road</td> <td><a href="#">Allwin Bldg. Sells in Bethes</a></td> </tr> <tr> <td>2439 Woodmont Ave</td> <td><a href="#">\$10 Million Smackers</a></td> </tr> <tr> <td>6905 Rockledge Drive</td> <td><a href="#">Winchester's at Democracy</a></td> </tr> <tr> <td>5001 Nicholson Lane</td> <td><a href="#">Wendy's Is Coming to Nich</a></td> </tr> </tbody> </table>	address	story	7830 Old Georgetown Road	<a href="#">Allwin Bldg. Sells in Bethes</a>	2439 Woodmont Ave	<a href="#">\$10 Million Smackers</a>	6905 Rockledge Drive	<a href="#">Winchester's at Democracy</a>	5001 Nicholson Lane	<a href="#">Wendy's Is Coming to Nich</a>	7272 Wisconsin Ave	<a href="#">Moving Up at The Apex</a>	7316 Wisconsin Ave	<a href="#">Mall2000 Expands in Bethe</a>	4416 East-West Hwy	<a href="#">Legal Expansion in Bethes</a>	2 Bethesda Metro Center	<a href="#">Informax's Discovery</a>	7830 Old Georgetown Road	<a href="#">Allwin Bldg. Sells in Bethes</a>	2439 Woodmont Ave	<a href="#">\$10 Million Smackers</a>	6905 Rockledge Drive	<a href="#">Winchester's at Democracy</a>	5001 Nicholson Lane	<a href="#">Wendy's Is Coming to Nich</a>	7272 Wisconsin Ave	<a href="#">Moving Up at The Apex</a>	7316 Wisconsin Ave	<a href="#">Mall2000 Expands in Bethe</a>	4416 East-West Hwy	<a href="#">Legal Expansion in Bethes</a>	2 Bethesda Metro Center	<a href="#">Informax's Discovery</a>	7830 Old Georgetown Road	<a href="#">Allwin Bldg. Sells in Bethes</a>	2439 Woodmont Ave	<a href="#">\$10 Million Smackers</a>	6905 Rockledge Drive	<a href="#">Winchester's at Democracy</a>	5001 Nicholson Lane	<a href="#">Wendy's Is Coming to Nich</a>	<p>Written By: Edwin Coticco 7/6/2002</p> <p><b>Allwin Bldg. Sells in Bethesda</b> 7830 Old Georgetown Road Sells for \$8.6 Million</p> <p>7830 Bethesda LLC purchased 7830 Old Georgetown Road in Bethesda, MD for \$8.6 million or \$159.88 per square foot. Drew Flood and Mark Sullivan of Cassidy &amp; Pinkard Inc. represented the seller, GE Capital Realty Group. Known as the Allwin Building, 7830 Old Georgetown Road is a 53,165-square-foot, 4-story office building in the heart of Bethesda. Built in 1985, this building features surface parking at 2/1000 and covered parking at \$110 per month. A total of 6 tenants currently occupy 7830 Old Georgetown Road. Eagle Design and Management occupy approximately 65% of the property and its lease expires in July 2006.</p>
address	story																																										
7830 Old Georgetown Road	<a href="#">Allwin Bldg. Sells in Bethes</a>																																										
2439 Woodmont Ave	<a href="#">\$10 Million Smackers</a>																																										
6905 Rockledge Drive	<a href="#">Winchester's at Democracy</a>																																										
5001 Nicholson Lane	<a href="#">Wendy's Is Coming to Nich</a>																																										
7272 Wisconsin Ave	<a href="#">Moving Up at The Apex</a>																																										
7316 Wisconsin Ave	<a href="#">Mall2000 Expands in Bethe</a>																																										
4416 East-West Hwy	<a href="#">Legal Expansion in Bethes</a>																																										
2 Bethesda Metro Center	<a href="#">Informax's Discovery</a>																																										
7830 Old Georgetown Road	<a href="#">Allwin Bldg. Sells in Bethes</a>																																										
2439 Woodmont Ave	<a href="#">\$10 Million Smackers</a>																																										
6905 Rockledge Drive	<a href="#">Winchester's at Democracy</a>																																										
5001 Nicholson Lane	<a href="#">Wendy's Is Coming to Nich</a>																																										
7272 Wisconsin Ave	<a href="#">Moving Up at The Apex</a>																																										
7316 Wisconsin Ave	<a href="#">Mall2000 Expands in Bethe</a>																																										
4416 East-West Hwy	<a href="#">Legal Expansion in Bethes</a>																																										
2 Bethesda Metro Center	<a href="#">Informax's Discovery</a>																																										
7830 Old Georgetown Road	<a href="#">Allwin Bldg. Sells in Bethes</a>																																										
2439 Woodmont Ave	<a href="#">\$10 Million Smackers</a>																																										
6905 Rockledge Drive	<a href="#">Winchester's at Democracy</a>																																										
5001 Nicholson Lane	<a href="#">Wendy's Is Coming to Nich</a>																																										

Internet

Start Inbox - Microsoft Outlook CoStar Property Quer... Document1 - Microsoft ... 11:09 AM

FIG. 115

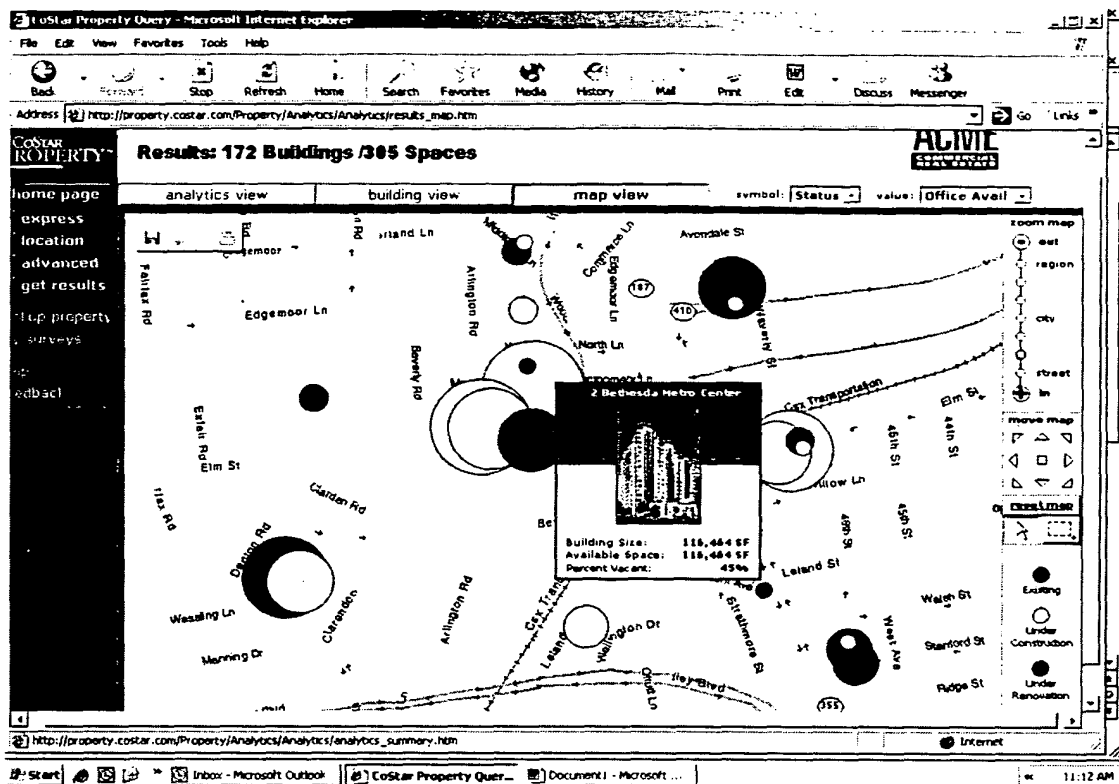


FIG. 116

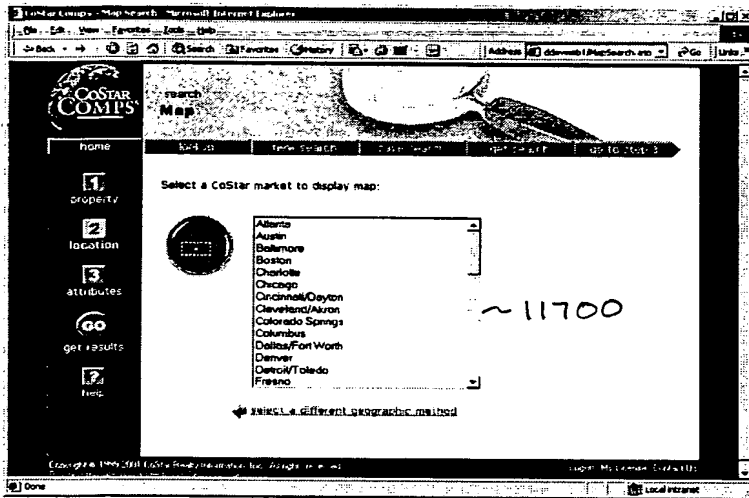


FIG. 117

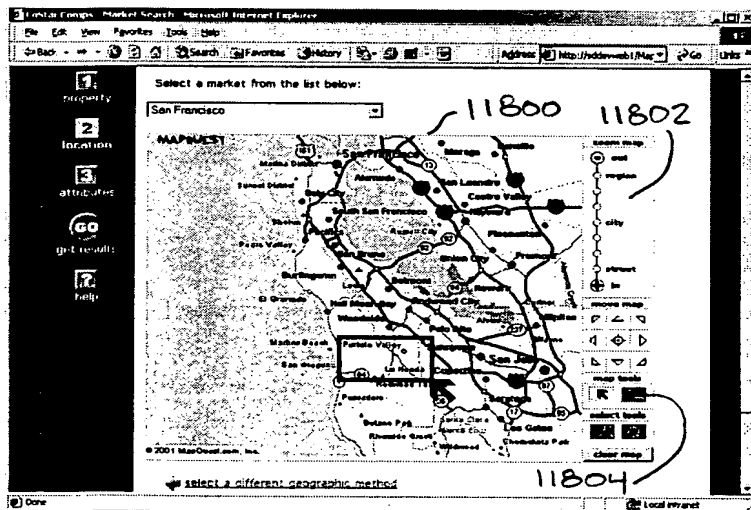


FIG. 118

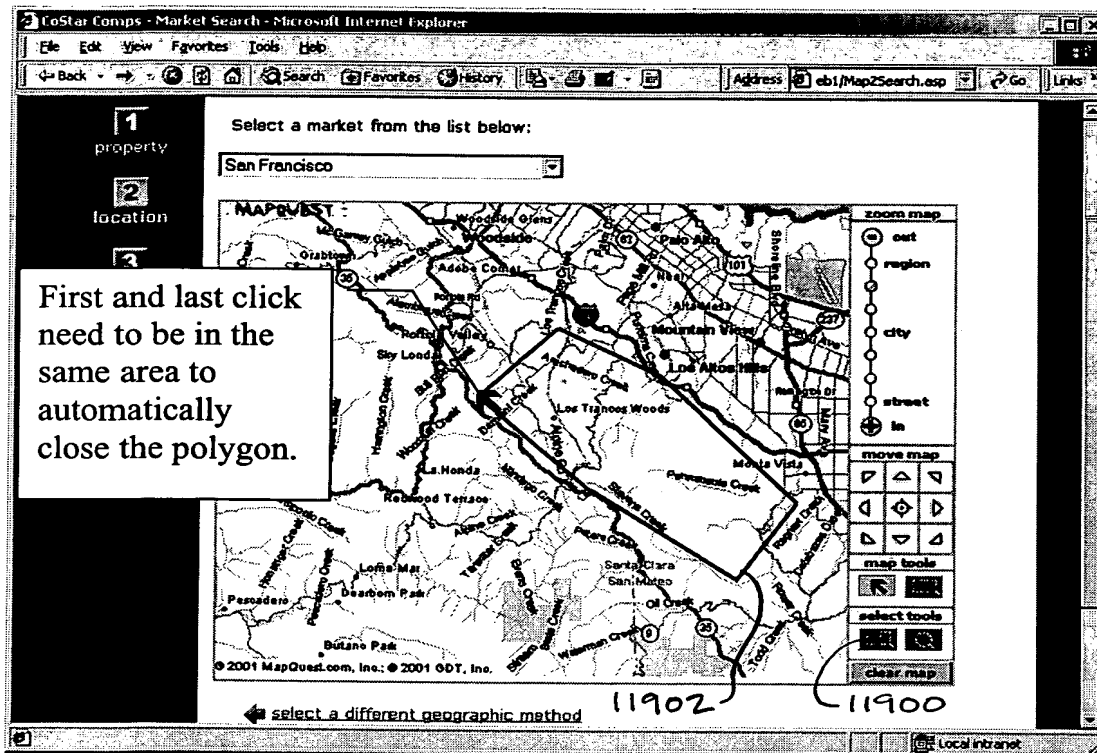


FIG. 119

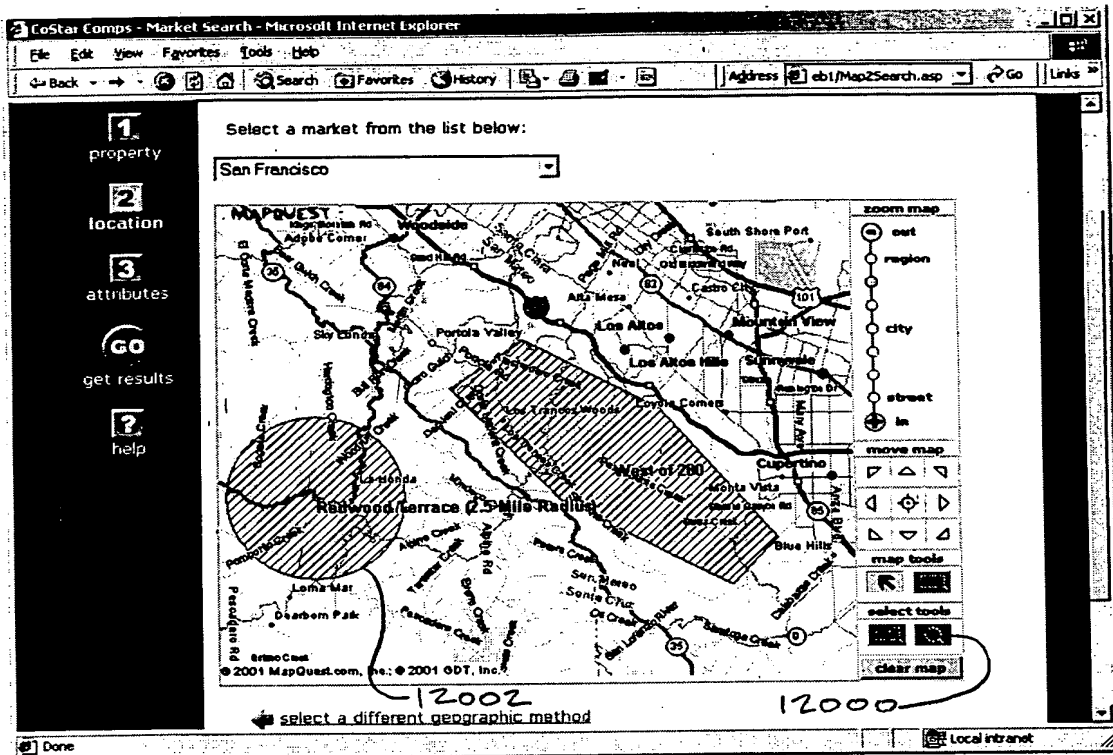


FIG. 120



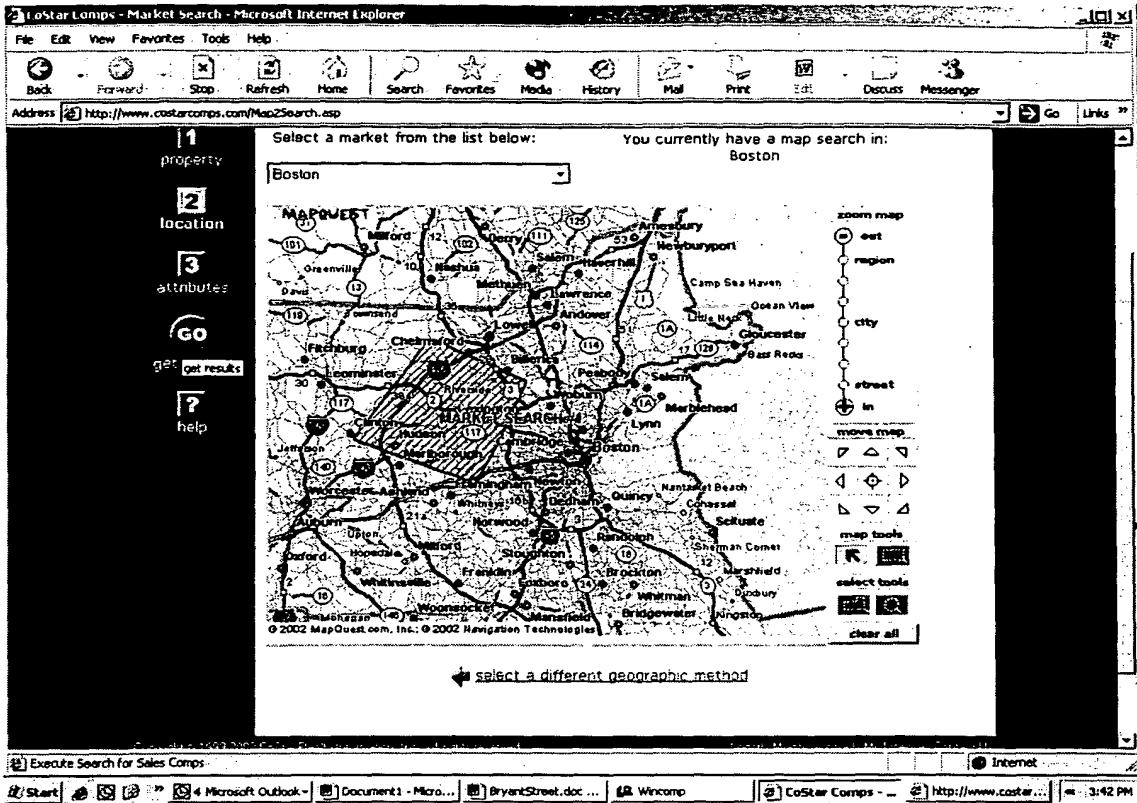


FIG. 121

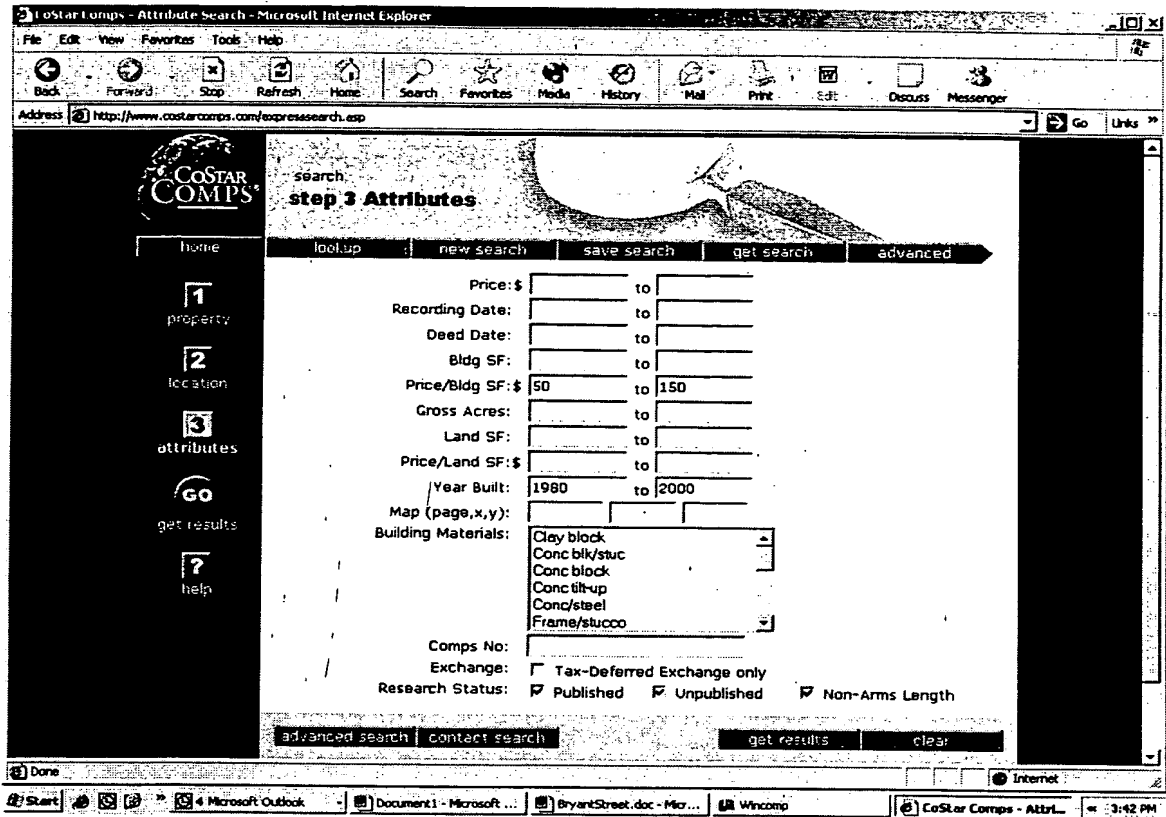


FIG. 122

CoStar Comps - Search Results - Microsoft Internet Explorer

File Edit View Favorites Tools Help


Back Forward Stop Refresh Home Search Favorites Media History Mail Print Edit Discuss Messenger

Address http://www.costarcomps.com/ResultsGrid.asp

**CoSTAR COMPS** search Results

home look up new search save search get search get details

24 properties found for which you are licensed Page 1 of 2

Research Status	Property Description	Sale Price	Price Comments	Street Address	City	State	Zip
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$23,225,000	Confirmed	81 -83 Martell Ave	Lexington	MA	02421-211
<input type="checkbox"/> Published	Single Tenant Low Rise	\$15,675,000	Confirmed	14 Oak Park Dr	Bedford	MA	01730-143
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$14,250,000	Confirmed	80 Central St	Acton	MA	01720-271
<input type="checkbox"/> Published	TWO OFFICE BUILDINGS	\$10,211,625	Confirmed	3 Carlisle Rd	Westford	MA	01886
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$6,700,000	Confirmed	289 Great Rd	Acton	MA	01720-471
<input type="checkbox"/> Published	OFFICE BUILDING	\$6,100,000	Confirmed	40 Middlesex Tmpk.	Bedford	MA	01730
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$5,825,000	Confirmed	1 Cabot Rd	Hudson	MA	01749
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$5,600,000	Confirmed	239 -243 Littleton Rd	Westford	MA	01886-351
<input type="checkbox"/> Published	Single Tenant Low Rise	\$5,352,000	Confirmed	555 Virginia Rd	Concord	MA	01742-271
<input type="checkbox"/> Published	 BUILDING	\$5,225,000	Confirmed	155 Swanson Rd	Boxborough	MA	01719
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$4,310,000	Confirmed	133 -137 South Rd	Bedford	MA	01730-231
<input type="checkbox"/> Published	Multi Tenant Low Rise(1 - 3 sty)	\$3,690,000	Confirmed	43 Manning Rd	Billerica	MA	01821-391
<input type="checkbox"/> Published	Multi Tenant Low Rise	\$3,400,000	Confirmed	25 Linnell Cir	Billerica	MA	01821
<input type="checkbox"/> Published	Single Tenant Low Rise	\$3,190,000	Confirmed	170 Lexington Rd	Billerica	MA	01821-391

☐ selected 
 ☐ select all 
 ☐ unselect all 
 ☐ remove selected 
 ☐ remove unselected 
 ☐ modify table

Search Criteria: Research Status: Published, Unpublished, Non-Arms Length: PropType: OFF; yearbuilt: 1980-2000; pricesqft: \$50.00-\$150.00; Map Search: MARKET SEARCH #1

Copyright © 1999-2002 CoStar Real Estate Information Inc. All rights reserved. Logout Modified Count 1th License CoStar

555 Virginia Rd

Start Patent Issues RE: misc - Mes... starboard.xls Document1 BryantStreet Wincomp CoStar Comps 3:44 PM

FIG 123

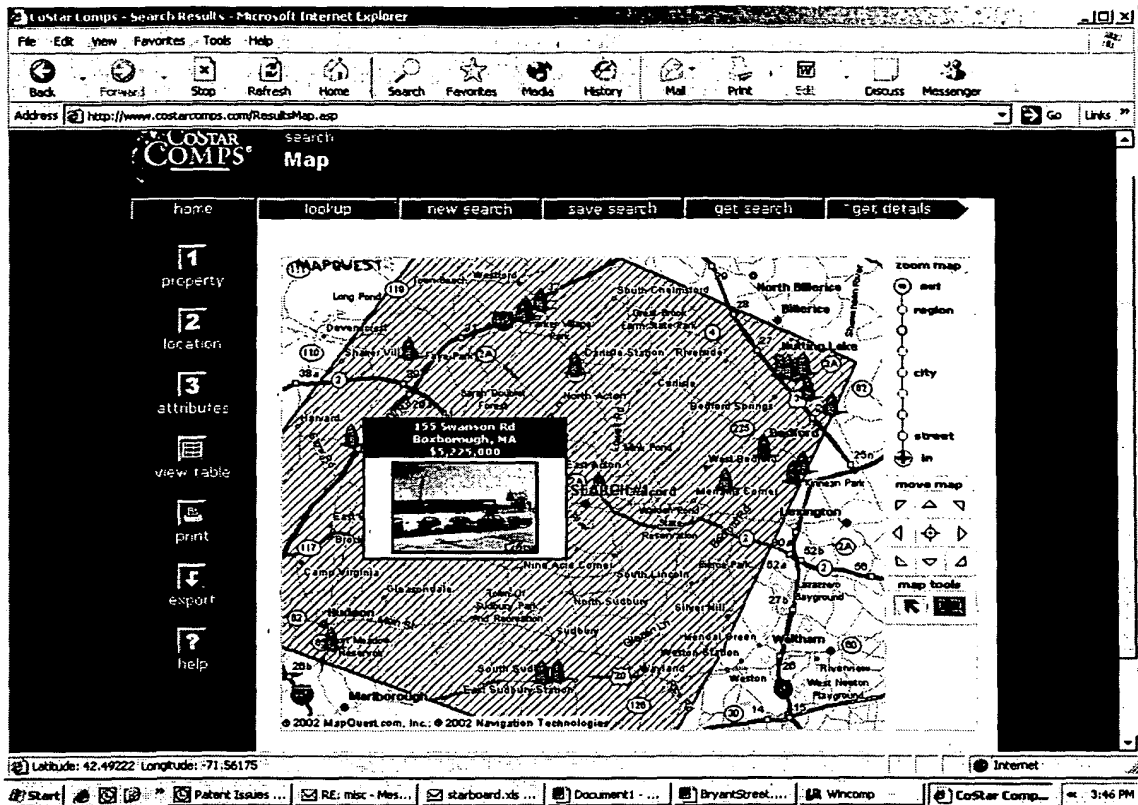


FIG. 124

FIG. 125

# Polygon/Radius Map Search Information Flow

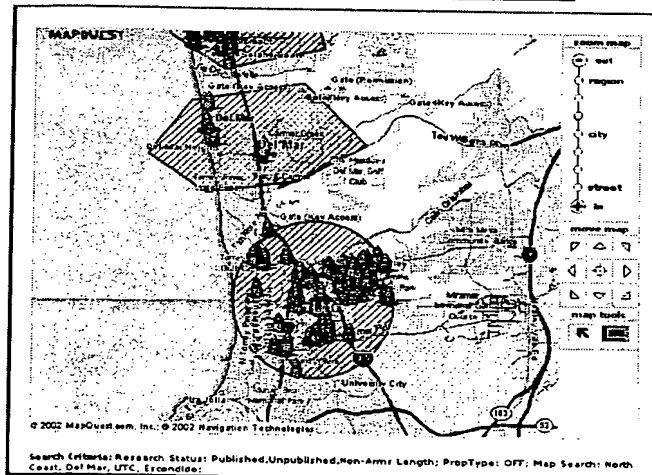
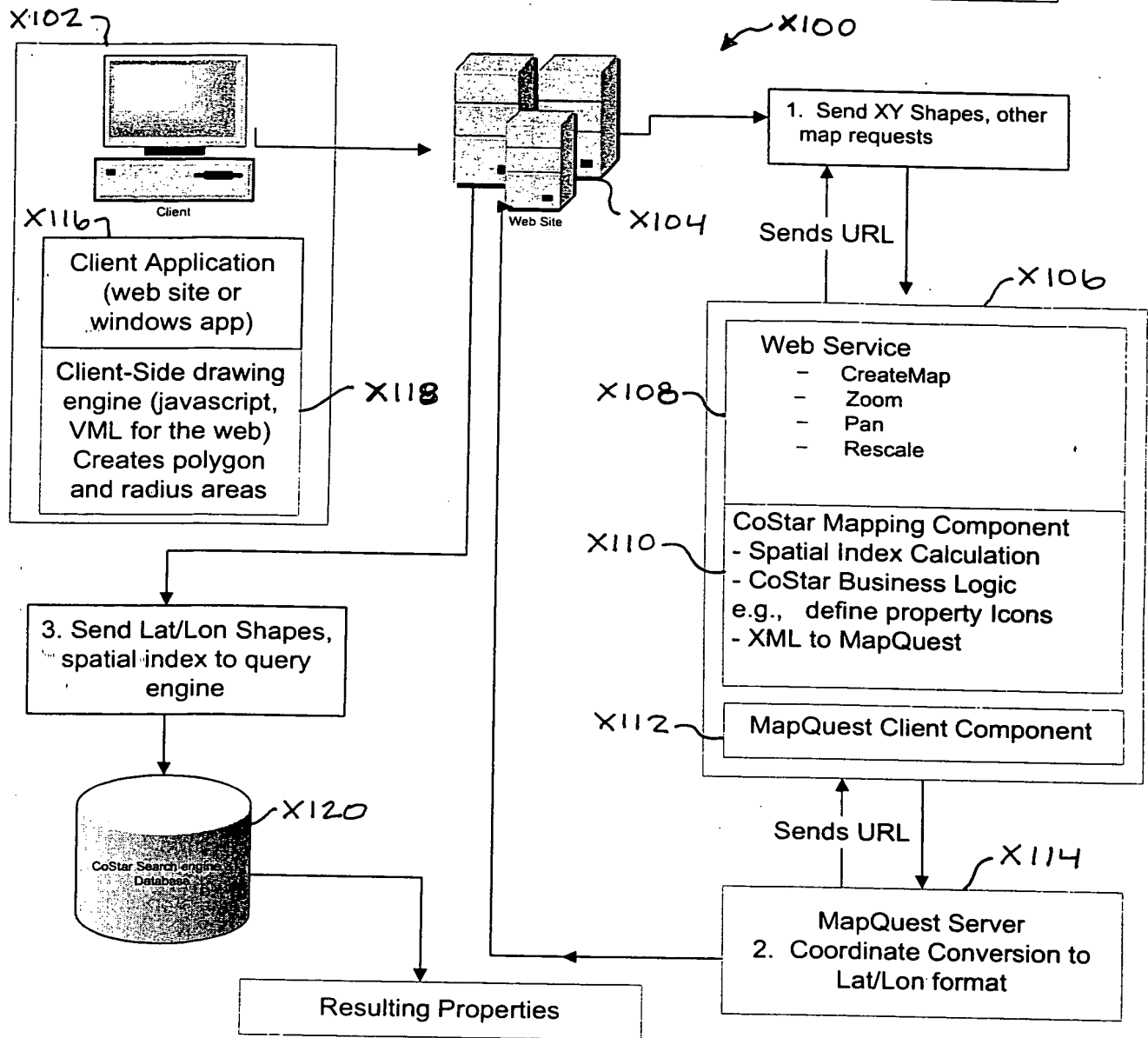
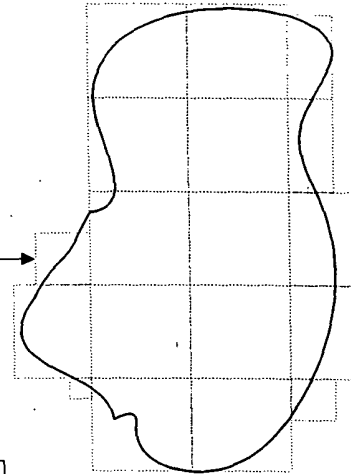
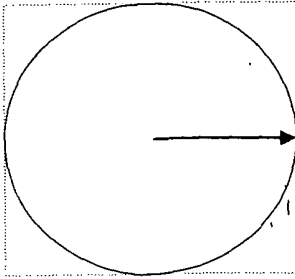


FIG. 126

# Map/Database Retrieval Methodology

Radius Retrieval

Polygon Retrieval



Bounding Box defined by radius distance

Polygon Quadrangles based on polygon definition

Send XY Shapes to MapQuest Web Service

Returns back Lat/Lon Coordinates, CoStar Mapping Component Calculates Spatial Index

Information is then used with CoStar's database search engine as part of the total search criteria.

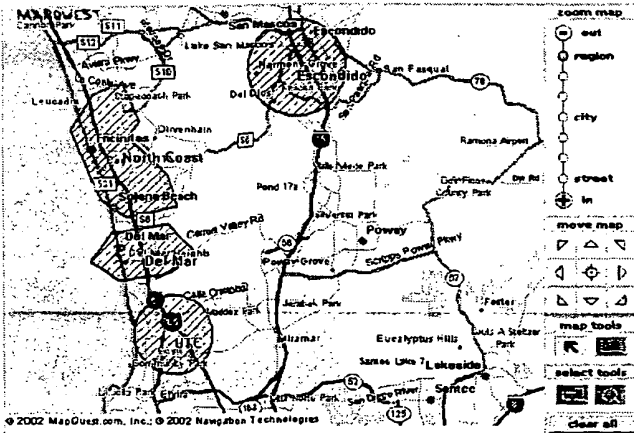
Resulting set of properties meeting search criteria are displayed.

Example of XML generated from Polygon and Radius creation.

```
<xml>
<UserDefinedAreas UserID="dhofman" Market="SD">
  <Shape Type="PolygonArea" Name="La Jolla Shores" xmin="20" ymin="100"
  xmax="40" ymax="50">
    <Polygon>
      <Point Latitude="33.3333" Longitude="-117.5555" X="20" Y="50" />
    </Polygon>
    <Quadrangles>
      <Quad xmin="15", xmax="25", ymin="30", ymax="40", latmin="33.000",
      latmax="33.5", lonmin="-117.555", lonmax="-117.4", status="Inside" />
    </Quadrangles>
  </Shape>

  <Shape Type="RadiusArea" Name="UTC" xmin="100" ymin="200" xmax="200"
  ymax="300">
    <Center>
      <Point Latitude="33.3333" Longitude="-117.5555" X="20" Y="50" />
    </Center>
    <RadiusMiles>5.0</RadiusMiles>
  </Shape>

  <Shape Type="MultiRadius" Name="Escondido" xmin="300" xmax="400"
  ymin="100" ymax="200">
    <Center>
      <Point Latitude="33.3333" Longitude="-117.5555" X="20" Y="50" />
    </Center>
    <RadiusMiles>5.0</RadiusMiles>
  </Shape>
</UserDefinedAreas>
```



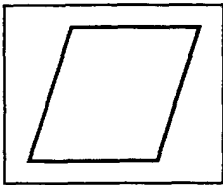


Fig. 127

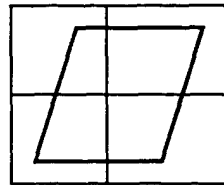


Fig. 128

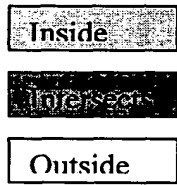
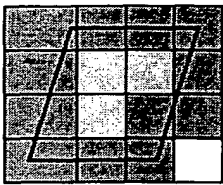


Fig. 129

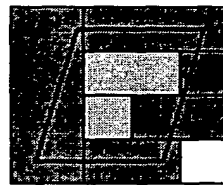


Fig. 130

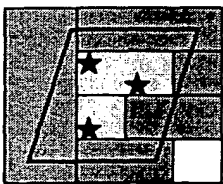


Fig. 131

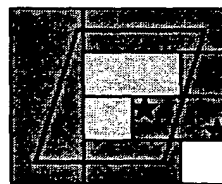


Fig. 132